A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

September 26, 1966

Mid-South drives for exports through Memphis

International Trade Winds

Company News

PETROLEUM—Western Offshore Drilling and Exploration Co., a division of Pike Corp. of America, has been awarded an $8 million contract by Societe Francaise de Recherches et d'Exploitation de Petrole, an operating company for several French oil producers. Western Offshore will drill in the Gulf of Guinea, the Mediterranean Sea, the Red Sea, and the Persian Gulf for the French group, using one of the world's largest center-well drilling barges.

OFFICE MACHINES—Burroughs Corp. has started construction on a new manufacturing facility at Seneffe, Belgium, to supply accounting machines to the European Common Market area. All funds for the construction of the 200,000 square foot factory complex have been generated through Burroughs operations in Europe. The new factory will mark the eighth country in which Burroughs operates overseas. Other plants are in Scotland, France, Canada, Colombia, Brazil, the Philippines, and Great Britain.

HOTEL DESIGN—Kenneth Bentsen Associates, Houston, Tex., has been awarded a contract through International Business Corp., Austin, Tex., to provide preliminary architectural drawings for a 300- to 400-room hotel complex to be built on an estate in Newport, Curacao, Netherlands Antilles, owned by N. V. Mijnmaatschappij Curacao. The estate is located a few miles outside the capital, Willemstad, and the hotel is expected to be only the first phase of an over-all development of the area.

TURBINES—Baldwin-Lima-Hamilton Corporation, Eddystone, Pa., subsidiary of Armour and Company, has received an order of approximately $2 million for construction of two 75,000 horsepower Francis hydraulic turbines for a major hydroelectric project in Brazil, from the Companhia Hidro Electrica da Boa Esperanca, the Brazilian organization in charge of the project. Turbines installed at the Boa Esperanca Dam will supply electric power to the Brazilian states of Piaui and Maranhao via transmission lines which will be erected as part of the over-all hydroelectric complex.

Newsletter

A demand by Dutch firms for the following goods has been noted by our embassy in The Hague. Prospects appear good for textiles, synthetic fabrics, clothing and furnishings. Also, furniture and household articles. Also, electronic components and equipment, industrial chemicals and pharmaceuticals, toiletries, beauty preparations and drugstore items. More details available from the Office of International Trade Promotion in the Department of Commerce.

320 businessmen responded to a between-shows display of photocopying machines by buying every one. $40,000 worth were sold outright in the Stockholm U.S. Trade Center last August and the company received tentative orders for many more units.

"There is no way to more effectively develop information on the Italian market in two days than to come here to the Milan Trade Center," said Edward McDermott, service manager for the Budd Company. "The show far exceeded what I thought possible. Seventy-five percent of the visitors were serious buyers." Budd is establishing a distributorship in Italy as a result of the electronics industries show in the U.S. Trade Center.

Reports from Jamaica indicate a market for used appliances that have been refinished and rebuilt.

Consumption of machine tools in the United Kingdom will increase from $415 million to $630 million by 1970. Over the three year period this amounts to a consumption of nearly $1.7 billion in machine tools, primarily for replacement of obsolete facilities. As domestic production will not be able to satisfy the urgency of the demand a heavy increase in imports is necessary.

A record high for exports of U.S. aerospace products of 1.55 billion dollars is expected to be reached this year—a gain of more than 5% over the 1.47 billion reported in 1965.

700 personal calls were made on European businessmen in 17 countries recently by Commerce Department officials and U.S. embassy commercial officers. Object of this intensive promotion was to drum up interest in the U.S. Exhibition at the NUCLEX '66 fair in Basel, Switzerland, Sept. 8-14. The Wall Street Journal took note of this advance preparation in a Sept. 13 front-page article about NUCLEX. Results so far—extraordinary!

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for the detailed know-how and analysis in our regular news columns.

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the cover

Two sides of the export expansion story from Memphis and its surrounding Mid-South area are illustrated on this week's cover. Cotton, of course, leads the way—nearly a million bales were shipped in 1965 and Memphis retains its title of the world's largest spot market. Meanwhile, other commodities and manufactures, including the mechanical cotton picker—produced in International Harvester's branch plant in North Memphis—are moving strongly into the export picture. Story on Page 2 has the details.

International Commerce

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MEMPHIS AND THE MISSISSIPPI RIVER combine to form the distribution hub of the Mid-South region, where cotton is being joined by other growing exports.

THE MEMPHIS STORY

Cotton has export kin

Mid-South world trade promotion continues at Oct. 18 seminar featuring NEEC head

In Memphis, hub of the Mid-South, cotton is still king of exports. But other commodities and manufactures are pushing toward the throne room: hardwood lumber, soybeans, vegetable oil and meal, pumps, furniture, cosmetics, farm implements, chemicals, even washboards and mussel shells.

So Memphis is telling the rest of the U.S. export community to forget that hoary image of waist-coated executives sipping mint juleps on corporate verandas. The city attributes its title of "Export Capital of the Mid-South," bestowed at last April's Mississippi Valley World Trade Conference, to its aggressive and fully modern approach to trade opportunities.

Such opportunities are being developed through hard work, perseverance and cooperation among the Mid-South Exporters' Roundtable, Memphis World Trade Club, the Regional Export Expansion Council and the U.S. Department of Commerce Field Office. Also assisting are the Memphis Area Chamber of Commerce, International Group of Memphis, three internationally-oriented banks and the business executives in the surrounding three-state area who are anxious to dip their corporate toes deeper in the oceans.

Success can be measured in terms of six "E" award winners and by nearly 5,000 attendees at 97 export workshops in 2½ years; by Plough, Inc., giant Memphis manufacturer of cosmetics and pharmaceuticals with a phenomenal export sales volume and manufacturing arrangements in 31 countries; or by Panhandler, Inc., of Memphis, with only eight employees, which quadrupled its export sales of potholders in three years and now sells 20% of its production abroad, to mention only two exporters.

Area trade missions have visited Europe, Latin America and the Far East within the year, and others are scheduled. Area firms display ice-makers in Frankfurt, dredges in Bangkok, machine tools in Mexico and soon in Venezuela, surgical instruments in Stockholm and frozen poultry in Tokyo, to identify just a few who are taking full advantage of Commerce Department trade promotion programs.

On tap for the fall is an "executive level" export seminar in Memphis on Oct. 18 featuring Carl A. Gerstacker, Chairman of the Board of Dow Chemical Co. and Chairman of the National Export Expansion Council. The seminar will acquaint still more Mid-South executives with valid reasons for and examples of successful exporting.

Meanwhile, King Cotton, noting the

friendly competition for attention in his own court, is not about to abdicate.

Memphis is the world's largest spot cotton market. Cotton Row, a brief stretch of blocks along South Front Street, has the headquarters of five of the world's largest cotton export firms—Anderson Clayton & Co., Allenberg Cotton Co., Cook & Co., Inc., Hohenberg Cotton Co. and Geo. H. McFadden & Bro., Inc.

In the five-state area of Arkansas, Louisiana, Mississippi, Missouri and Tennessee, the 1965 cotton crop produced over five million bales of the total national production of 14.9 million—roughly 30%. Cash receipts in the area for the 1965 crop were $869 million for lint cotton and $88 million for cottonseed—a total of $957 million. Sales of cotton received at cotton compresses in Memphis amounted to more than a million bales. Of this substantial volume 940,000 bales were shipped, the balance remaining in storage for later sale. Total sales by all Memphis cotton firms in the 1965 crop year were 4,854,244 bales.

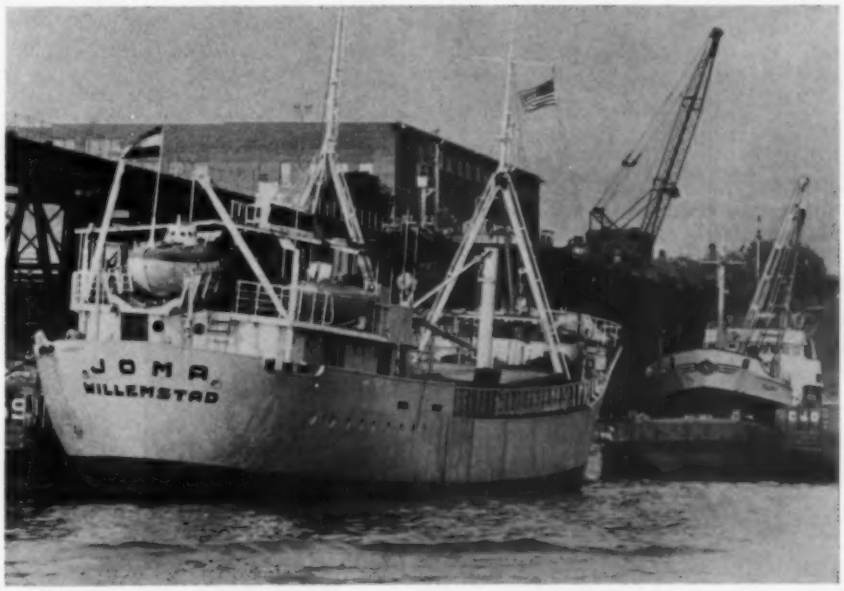
"The export outlook for 1966 is much brighter," according to Earle N. Billings, assistant secretary of the American Cotton Shippers Association, "due to the new legislation in the 1965 Food and Agriculture Act and the Department of Agriculture notice to producers of foreign growths and synthetic fibres that they must expect U.S. cotton to be competitive."

The Memphis Cotton Exchange, according to Melvon W. Swett, its executive secretary, cooperates with the State Department in hosting foreign exchange students and counselling those enrolled in Murdoch's International Cotton School.

Memphis holds first place in another field.

"Memphis is the leading hardwood lumber market in the United States, possibly in the world," according to George C. Romeiser, executive secretary of the National Lumber Exporters' Association and the Southern Hardwood Lumber Manufacturers Association. "There are 125 lumber and wood products firms in Memphis proper, possibly triple this number in the Mid-South area."

Oak flooring is the money crop. Four Memphis firms, giants in this field, estimate their exports at $350 million annually—and growing. The Mid-South dominates in the production of handle blanks and small hardwood dimension stock to the extent of exporting about $1 million each year. This represents 60% to 75% of the total national ex-



ON THE MOVE FROM MEMPHIS is a load of cotton oil milling machinery being placed on the Canadian vessel Sillery (rear, above) in McKellar Lake; (below) shipments of cosmetics, pharmaceuticals by Plough.

MID-SOUTH'S COSMETICS IN THE FAR EAST are viewed in a Bangkok display by Miss Thailand. The products are by the Mitchum Co. of Paris, Tennessee, which has an agent working out of Hong Kong.

TO SCANDINAVIA AND THE SAHARA went other Mid-South products. Southern Petroleum of West Memphis, Ark., was a 1966 exhibitor at the U.S. Trade Center in Stockholm, Sweden (above); Layne & Bowler, Inc., of Memphis shipped deep well pumps and pipe to an Egyptian development (below).

ports because the Mid-South produces the "right quality" of hickory for striking tools and hickory ski blades.

Fully 90% of U.S. exports of persimmon shuttle block blanks and golf club heads originate in the Mid-South. Exports of these items amount to another $1 million annually.

An additional $3 million in annual export sales is involved in the production of white oak staves and headings for barrels for wine in Spain and whisky in Scotland.

Last year about 1.5 million used bourbon barrels from the U.S. were sold abroad, principally in England and Canada. The Memphis plant of National Distillers Products Co. makes about 400,000 whisky barrels a year. Though such barrels can be used only once for aging bourbon, they can be re-used several times in production of Scotch and Canadian whiskies, brandy, rum and some wines.

Increasingly important for its export potential, according to Mr. Romeiser, is the production of laminated hardwood truck trailer flooring. Spiraling export sales await increased productive capacity now on order or in installation.

Memphis is world-renowned in the field of intangibles also. Local entertainer Elvis Presley has his rock-'n'-roll platters spinning on record players throughout the world. The Welcome Wagon, first to hit upon the idea of commercializing good-neighborliness in 1928, has 6,000 hostesses ringing doorbells in the U.S. and also in Canada, Puerto Rico, Trinidad and England. They plan soon to invade Australia and Germany. Welcome Wagon was founded in Memphis, as was another service giant—Holiday Inns of America—covering the United States and now in the process of locating franchises in foreign markets. The supermarket sent into the world by the late Clarence Saunders, a Memphian who founded the Piggly Wiggly Stores.

The important contribution of Memphis and the Mid-South to the national balance of payments over the years is not to be overlooked. In cotton alone, conservative estimates by Memphis bankers and cotton merchants set Memphis exports at between $100 and $200 million annually. In soybean meal and other grains two firms exported nearly $100 million last year. Frozen poultry exports from Arkansas also were in the multi-million dollar category.

With the large exports of lumber and wood products (over $350 million annually) and the great strides being made by manufacturers, "Mid-South U.S.A." is a big dollar earner in the national balance of payments picture.

Three Puerto Rican organizations are first Commonwealth concerns to win export excellence awards

Secretary of Commerce Connor presents 'E' awards to Acerola Corp., Banco Popular, island's Commerce Dept. at San Juan meeting of REEC and Chamber of Commerce

Three Puerto Rican business organizations which are substantial contributors to the island's export expansion were awarded Presidential export excellence awards by Secretary of Commerce John T. Connor.

Secretary Connor presented these "E" awards, the first to be won by Puerto Rican organizations, to The Acerola Corp., Sabana Seca; the Banco Popular de Puerto Rico, San Juan; and to the Commonwealth of Puerto Rico Department of Commerce of Puerto Rico.

The award ceremony was held in San Juan at the annual luncheon meeting of the combined Puerto Rican-U.S. Virgin Islands Regional Expansion Council and Chamber of Commerce Sept. 18.

The Acerola Corp. was honored for its success in creating international markets for the natural vitamin product derived from the Acerola cherry. Dehydrated Acerola juice was a product not commonly known nor generally accepted by either the public or the trade before the firm's intensive sales campaign.

Highly specialized product

The firm's energetic foreign marketing program resulted in substantial export sales on a sustained basis. By using a direct mail campaign, intensive market research, trade fairs, travel by top personnel, and by developing a special protective packaging, Acerola has become an outstanding example of how small business can enter the profitable export market with a highly specialized product.

The Acerola cherry, also known as the West Indian or Barbados cherry, is indigenous to Puerto Rico and is considered one of the world's richest sources of natural vitamin C. Acerola is the only company in the world which commercially grows and processes this fruit.

The high cost of the product, plus the single source, were initially the main obstacles in penetrating markets and obtaining foreign distribution. U.S. manufacturers are still reluctant to use Acerola in their products because of these reasons.

The corporation believed that an interest in quality products, regardless of price, does exist in the market. Acerola instituted a successful direct mail campaign in Europe and Britain to put themselves in contact with potential clients.

As a result the firm became associated with food manufacturers and pharmaceutical companies in the market research projects of the various companies' products which blended Acerola in their products.

A detailed and comprehensive direct contact and education program was instituted between Acerola executives and the market, research, purchasing and sales departments of prospective customers.

Pediatricians, doctors and foods specialists wrote and published medical papers. Doctors, baby clinics and geriatric clinics were utilized to test the value of Acerola. All clinical material was then furnished by Acerola to the market research departments of potential customers so that they could utilize every channel of inquiry as to the acceptability and marketability of Acerola.

The paramount selling feature of Acerola is its rich source of natural vitamin C. Potential customers who are usually price conscious tend to compare Acerola with low-cost and convenient to use artificial vitamin C.

The firm emphasizes that by using Acerola powder with their food products, potential customers actually blend two foods rather than only fortifying their product with a synthetic vitamin.

The Acerola Corp. feels that the most direct method of product market testing is participation in international fairs. Corporation exhibits at fairs in Washington, San Francisco and Miami included products made with Acerola by the firm's customers along with Acerola powder and cherries.

Thorough investigation of British and European markets proved that direct contact with food manufacturers and processors would be the best distributors for Acerola.

This resulted in working closely with the technical experts of Acerola's clients and making scientific and technical data available to them. The firm also makes its technical staff services available to their clients.

Acerola solved the problem of long ocean shipments by developing a mechanically locked, moisture-proof container with a vapor barrier. Dehydrated Acerola powder readily absorbs and retains moisture making such a package necessary if the powder is to arrive at its overseas destination in a dry, fluffy condition and without losing the vitamin C potency.

Acerola is currently in contact with prospective accounts in Australia, the Netherlands, Belgium, Denmark, Switzerland and Italy.

Jose E. Martinez Cancel, president, accepted the export excellence award from Secretary Connor.

The Commonwealth of Puerto Rico Department of Commerce, in Santurce, received its award for stimulating the Puerto Rican business community's interest and activity in foreign marketing through its Program of International Trade.

This program includes marketing studies, trade missions and participation in international trade fairs among the services which help contribute to the Island's substantial increases in exports.

U.S. Field Office support

When the Commonwealth Department of Commerce, began to seek new ways of promoting the Island's exports they first sought the aid of the U.S. Department of Commerce Field Office.

To organize the program for maximum results the Department created three divisions to offer a wide variety of services to exporters, to increase the volume of services and to improve the quality of services by training technical personnel.

This diversification is reflected favorably in the quality and quantity of services offered by the International Trade Program.

The Market Analysis Division initially completed marketing studies for most of the Caribbean area and other foreign countries. It also makes additional studies which include projections for exports and balance of trade, composition of exports,

customs and tariffs in the Caribbean.

Other economic and statistical investigations made by the Division give profound analysis of problems and perspectives of foreign trade.

The Division of Services to Exporters is responsible for improving such services, with consultations on financing, trade opportunity information, shipping schedules, statistical information on foreign trade, developing contacts between foreign businessmen and local firms, and giving assistance on documentation.

A significant increase in trade missions and fairs abroad was accomplished by the Department in 1966. Eleven countries were visited by trade missions and trade fairs with immediate and subsequent sales made as a result.

Exports hit $47 million

Puerto Rican exports for 1966 were more than $47 million compared to $31.3 million during 1965. The Commonwealth's Department of Commerce was awarded the Presidential "E" award for its role in this extraordinary export growth. Puerto Rican Secretary of Commerce Jenaro Baquero accepted the award.

The Banco Popular de Puerto Rico since 1960 has offered a complete range of worldwide banking services to Puerto Rican businessmen through its International Division.

The Bank stresses close and personal attention to the special needs and problems of customers doing business abroad. Its global network of about 400 correspondents provides direct facilities in strategic market cities to facilitate its client's export activities. Balances maintained abroad with correspondent banks provide quick settlement of international transactions.

International Division active

While the Banco Popular's International Division is considered a branch of the bank, for organizational reasons it has dual functions.

Primarily it carries out its own retention and solicitation program for customers and prospects domiciled outside Puerto Rico. It also assists all depositors of the Bank in their foreign transactions.

The Bank hosted the first export seminar to be sponsored by a private organization in Puerto Rico and more than 125 businessmen not then active in exporting attended the activity.

The seminar resulted in several transactions in behalf of new exporters and in many inquiries about the Bank's export financing facilities.

The first Puerto Rican Trade Mission to Central America included a member of the Bank's International Division and plans for a mission to the Dominican Republic also include a Banco Popular participant.

Bank participation in other activities contributing to the development of the Puerto Rican export expansion program include the 1963 Governor's Conference on Export Expansion; Regional Export Expansion Counsel for Puerto Rico and the Virgin Islands; Commonwealth of Puerto Rico Department of Commerce Consulting Committee; Seminars sponsored by the Commonwealth Department of Commerce; lectures; Market Development Corp. of the Economic Development Administration; and marketing research seminars.

A trade development bulletin featuring import and export opportunities is published by the Bank and is circulated among its branch banks. The bulletin also gives up-to-date credit information on potential buyers and current data on duties.

The Bank opened an Interamerican office in 1964 at New York's Rockefeller Center to provide facilities to Spanish-speaking clients in the New York area and serves as a link with Latin America.

The Bank was instrumental in establishing the first privately-owned commercial bank in the Dominican Republic, Puerto Rico's principal export market, and in providing it with technical assistance and guidance.

For developing trade and banking contacts the Bank has an active program of periodic travel for top executives. The bank also regularly schedules advertising centered around its various services.

Rafael Carrion, Jr., president, accepted the firm's "E" award.

PUERTO RICO EXPORT DRIVE is furthered as this trade mission returns home with sales made in Antigua, Barbados, Trinidad, Tobago, and British Guiana. Other missions have visited Central America and the Dominican Republic. As a result of the Island's increased emphasis on export expansion, Commonwealth exports in 1966 reached $47 million compared to $31.3 million during 1965.

THE LADY HAS THE FLOOR: Margaret Joy Tibbetts, U.S. Ambassador to Norway, meets with members of the Indiana Trade Mission at the Embassy in Oslo.

TRADE MISSION SCORES

Indiana manufacturers, bankers report successful selling job in five European countries

Businessmen on 21-day tour promote products made in State, appoint distributors, stir interest in plant locations

By J. ROBERT CUTTER

Director, Indiana Trade Mission to Europe

Sell . . . sell . . . sell . . . With those words, members of an Indiana Trade Mission set some enviable records during their recent visit to Scandinavia and other countries in northern Europe.

The mission members returned with a new awareness of the market potential. Many made actual sales or appointed new distributors; a few will complete licensing agreements later this year.

This mission expects to account for sales approximating $2 million—projected on the individual estimates of the members—over a two-year period. I am confident the business activity generated will contribute greatly to the economy of Indiana. The Research Division of the Indiana Department of Commerce indicates that more than 75 jobs will be created as a result of the business generated by this group.

First for Indiana

Composed of 15 outstanding businessmen, the mission was the first official one to be sent abroad by the State of Indiana.

The group visited Norway, Denmark, Sweden, Germany, and the Netherlands for 21 days in May. All of the members met with success in each country. They had an average of five or six appointments in each of the cities visited. Additional leads were developed as a result of these initial interviews or during business receptions.

Because of their success, the reaction of the mission members to foreign trade was exhilarating. Not only did they sell their products and their respective corporate images, but they contributed greatly to a new image of Indiana in overseas business circles.

The mission was well received in every country. Participation in numerous press conferences proved once again that international businessmen are interested in Indiana and the products it has to offer in the foreign marketplace.

For bigger share

For some time it had been felt that Indiana businessmen, particularly small businessmen, were not getting their fair share of the export dollar out of the mid-West. With the reorganization of the Indiana Department of Commerce, Lieutenant Governor Robert L. Rock established a separate Foreign Trade Division to promote Indiana products and manufacturers in the international marketplace.

The recent trade mission was the first venture which utilized the facilities of the

U.S. Department of Commerce. I am convinced that we were correct in taking advantage of the resources of the Trade Missions Division of the U.S. Department of Commerce and the commercial staffs of the U.S. Embassies.

While abroad, we established our first connections with the U.S. Travel Service for the promotion of travel to Indiana by international visitors. We pointed up the advantages of foreign plant location in Indiana and of doing business in the great mid-West—industrial giant of the world. The value of the new Burns Harbor Port facility was discussed in virtually every part of Europe.

Seek distributors, licensing

Four of the mission members had not previously been out of the United States —which accounts in some degree for their enthusiastic response to the sales.

Five members were interested in selecting distributors, three in licensing arrangements, two in plant location abroad and two in analyzing the European market for the future use of their products. Each member was successful in obtaining the outlet he desired. In September, four of these men are returning to Europe to continue discussions. Three members remained in Europe to complete details for distributor representation.

One of the members who appointed distributors in each of the countries on the itinerary estimates demand for his products at $250,000 over the next five years all as a result of contacts made on this mission.

A leading producer of recreational equipment and industrial items indicates his initial orders were sufficient for him to actively pursue the market in this geographic area. Distributor contacts were made and he projects foreign sales of more than $100,000 over the next two years.

To develop sales

Orders for initial shipments of all varieties of canned foods were sought by a mission member. His firm has not been in the international trade field and I am confident that as soon as distribution centers are established in Europe a substantial amount of foreign sales will be developed for his food products.

One member of the Mission was exploring market opportunities and possible manufacturing facilities in Europe. He not only analyzed his market completely, but remained in England to continue negotiations. I feel this firm will be obtaining large orders within six months for its sophisticated security systems.

The mission was fortunate to have as a member one of the most knowledgeable foreign specialists in our State. He resided in Denmark and the Netherlands for ten years. His firm is now continuing licensing negotiations from contacts made on this mission.

One mission member's firms were awarded the President's "E" for excellence in exporting after only five years in the international technical electronic field. During the mission, this member was able to sell $50,000 worth of equipment and appoint distributors in the areas where they were not already represented. I would predict that within two years 40% of their business will be in overseas markets.

Bankers' role

I would be remiss if I did not mention the important part the banker members played in the overall success of the tour. International banking activities are concentrated primarily in Indianapolis—one notable exception being the St. Joseph Bank & Trust Co. of South Bend. The primary purpose of inviting bankers from throughout Indiana for our mission was to show them the important part they play in international trade.

Each of the bankers carried proposals for some of their customers. One carried 25 such business opportunities and established contacts or distributors for 20 of them—indicating that a progressive minded banker can assist his customers by recognizing future market potential for future bank accounts. We intend to continue this participation on behalf of our Indiana bankers.

More ahead

The Indiana Trade Mission was a hard-hitting, serious minded mission where sales were made, distributors appointed, licensing negotiations established and plant locations investigated. Indiana will gain close to $2 million in additional business and jobs for more than 75 persons. This is progress. We intend to offer this important type of business development to other interested Indiana firms.

The Indiana Trade Mission to northern Europe was organized by the Indiana Department of Commerce and approved by the U.S. Department of Commerce.

Robert Cutter, who headed the mission and prepared the accompanying report, is Director of the Foreign Trade Division of the State's Commerce Department.

Rodney L. Borum, engineer-executive, leads Commerce unit

Rodney L. Borum, 37, a former executive of General Electric, has been named Administrator of the Commerce Department's Business and Defense Services Administration.

Forrest D. Hockersmith, Deputy Administrator of BDSA, has been filling the position in an acting capacity since George Donat, previous administrator, returned to private industry last year.

Borum has served in various executive capacities with General Electric for the past ten years. He was manager of GE's Atlantic Missile Range engineering activities at Cape Kennedy, Fla., from 1961 to 1965; was conference manager for the 1965 Crotonville, N.Y. Conference on Atlantic Community Trade Problems; and this year participated in the Brookings Institution's Industry-Government Fellowship Program.

Borum was born in Guilford County, North Carolina; attended public schools there, and studied economics at the University of North Carolina.

He was graduated from the U.S. Naval Academy in 1953 with a degree in general engineering. He served as an Air Force officer from 1953-56, with overseas duty in West Germany.

The Business and Defense Services Administration works with business to assist free, competitive, private enterprise toward higher productivity, increased employment, and improved financial returns to owners and investors. BDSA also conducts programs to assure that the production resources of the United States will be in readiness to meet emergency needs.

De Paul plans conference on seaport of Chicago

Experts in business, industry, labor, and trade will participate in a Conference on the Seaport of Chicago, to be held Oct. 13-14 at the Drake Hotel.

The program of the conference, sponsored by De Paul University, will be comprised of panel discussions on seaport facilities, impact of rates, the labor situation, and the seaport's consolidation, promotion, and economic impact.

London security show hints good market

The first exhibition of protective signaling and security devices at the U.S. Trade Center in London held last spring for a 10-day run, had exhibitors pleased with show results. All U.S. firms interested in finding agents in the United Kingdom appointed representatives, according to a recapitulation now completed.

Registered visitors at the show totaled nearly 1,300, of whom over 1,100 were trade customers. Sixteen firms representing 19 U.S. companies exhibited electronic detection devices at the show.

Off-the-floor sales were nominal, as expected with merchandise such as was shown, but 12-month sales projections totaled $1,140,000. Exhibitor reaction was excellent, and the consensus of opinion was that the exhibition could be successfully repeated after two years.

Visitors came from a total of 24 countries, with 70 potential buyers from outside the United Kingdom.

The outstanding success at the show was Plectron's estimated sales figure of $330,000 for its "Radio-Tone Alerting Systems." Each anticipating $100,000 in sales during the next year as a result of the show were Mosler Safe Co., Pyrotector, and Regiscope.

Five new agents were named during the show, and several other agreements were under negotiation as the show closed. Despite its small size, the exhibition was considered a success by participants.

U.S. firms invited to display at Hanover building exhibit

The increasing demand for technical advances and greater economy in building materials throughout Europe is a prime incentive for American manufacturers to exhibit their products in this growing field at the CONSTRUCTA II exhibition, scheduled for Jan. 21-29, 1967, at Hanover, Germany.

Construction volume in 1964 in Germany alone was $17.5 billion, or 15 percent of the Gross National Product. Future plans should continue the climbing pace which saw 8.5 million housing units completed in the last two decades.

Write: Deutsche Messe- und Ausstellungs, AG, 3 Hanover, Germany.

PLASTIC BINDING MACHINERY is examined by Suriyon Raiwa (center) and Harold Voorhees (left center) as Thai businessmen and machine operator look on at recent Bangkok Trade Center exhibition.

Buyers view office machines, equipment at recent Bangkok Trade Center exhibition

Both firms seeking agents find representation in the Thailand market area; private preview demonstrations well attended by local procurement officers

The only two firms seeking agents in the Thai market at the recent show of business machines and office equipment at the Bangkok Trade Center were so deluged with applications that both companies were amazed by the local enthusiasm. Fairchild Davidson and Cadillac Engravers were the two companies among 47 U.S. manufacturers represented who did not have local agents before the show.

Other firms were equally pleased with the sales results from the exhibit. The U.S. firms garnered immediate sales of $20,231, a high figure for a country where orders are traditionally placed only after careful examination by several executives of a company. Expected sales during the first year after the show totaled $787,895, according to final figures now available for the June 29-July 12 show.

The Trade Center hosted a highly successful private preview reception attended by 340 importers of business machines and office equipment, as well as business and government end-users. Private seminar demonstrations were attended by some 60 key procurement officers, and a series of demonstrations were arranged for local commercial colleges and universities.

Attendance at the show itself totaled 4,236, of whom 701 were registered as trade visitors. The total included over 200 procurement officers from local banks, business firms, and government agencies. Representatives of 67 importers of business machines and office equipment came.

Exhibitors praised the ease of meeting prospective buyers through the facilities of the Trade Center. "In our opinion this exhibition was most successful and brought us into contact with many prospects who otherwise would be most difficult to contact," said J. P. A. Crevels, manager of the NCR Division, Kian Gwan (Thailand) Ltd.

The unanimous opinion of the exhibitors was that the show should be repeated during the middle of 1968. All felt that they had accomplished their primary objectives in entering the show.

OPENING DAY VISITORS at the NUCLEX exhibition crowd into one of the six long aisles in the U.S. section, with Westinghouse booth at left. Businessmen frequented the Commerce Business Information Center (below) during the show. Prominent opening day visitors included the Vice President of the Swiss National Council, R. Bonvin (fourth from right). Henry Kellerman, Charge d'Affaires at the American Embassy, Bern (center), welcomes Dr. Bonvin.

NUCLEX firms expect $62 million in sales

U.S. exhibitors at the NUCLEX '66 nuclear industries fair in Basel, Switzerland, held Sept. 8-14, estimated that their new sales generated by the show would total a record $61,925,500 over the next five years. The five-year projection was made in view of the extended nature of many of the nuclear reactor projects involved.

The expected sales figures reported did not include estimates from some of the biggest reactor manufacturers, such as Westinghouse, General Electric, and Combustion Engineering.

MONITORING INSTRUMENTS of the Geiger and scintillation types (below left) are demonstrated to a Swiss scientist by Allen Goldstein, president of Technical Associates. C. H. Staub of Mine Safety Appliances Co. (below right) negotiates over terms of representation for level measuring instruments.

TECHNICAL DEMONSTRATION of analog computers and plotters is given to Swiss students by Franz De Ridder (center) in the Electronic Associates, Inc. booth (above left). Photographs of particle accelerators by Radiation Dynamics, Inc. (above right), dominate business discussion with company president Kennard Morganstern. Nuclear desalting plant (below) displayed by U.S. Atomic Energy Commission was a highlight of the NUCLEX show.

The 61 U.S. exhibitors, Commerce and State Department officials, and visitors to the show pronounced the promotion an unprecedented success. Two of the U.S. firms named four new agents during the show, and 15 other companies were discussing 69 agency-distributorships in 17 countries as the exhibition closed.

Attendance totaled 12,165 persons, who came from 53 countries to see the latest products in the nuclear field. Technical seminars brought together members of the key nuclear, scientific, business, institutional, and educational communities throughout Europe.

At the close of the fair, Swiss Industries Fair officials announced that NUCLEX '69 will be held Oct. 6-11, 1969.

DISCUSSING REACTOR PRODUCTS WITH BUYER, A. E. Riesen of Wah Chang Laboratories, Inc. shows niobium, hafnium, and zirconium (below left). French buyers (below right) talk specifications for a computer with F. Laurence Gosnell (center) and two other representatives of Wang Laboratories, Inc.

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CURRENT BUSINESS DEVELOPMENTS IN BRIEF: The economy of **Madagascar** has picked up following the economic downturn of late 1965 and early 1966. The improvement is partly because of increased export earnings for coffee and sugar and to bumper agricultural production thus far. Reduced imports of consumer goods and foodstuffs has improved the trade picture. The trade deficit this year should be below 1965's $47 million . . . The Iranian Investment Corp. Ltd. has been formed by the member companies of the Iranian Oil Consortium to encourage investment in local industry in **Iran** . . . Capitalized at $5.6 million in hard currency, the company will seek equity participation in companies formed to carry out small to medium-sized industrial projects, other than oil . . . The **United Kingdom** has concluded plans to proceed with the construction of a $48 million deep-water terminal project for iron-ore ships of up to 88,000 deadweight tons. British Transport Docks Board is to build the new tidal harbor at Port Talbot for Steel Co. of Wales, which will use the harbor to import ore for its Abbey and Margam works.

IN MEXICO

Growth may hit 7 percent

Leading banker calls foreign investment a powerful force for development

Mexico's recent economic record has been good, and the outlook is for more of the same—only better.

The Mexican economy continued to grow at a rate higher than in 1965 through the second quarter. Most forecasts of the annual growth rate for this year placed it at from 6 to 7%, compared with 5.4% for 1965.

Manufacturing output increased at a faster pace than last year, particularly in iron and steel and automotive equipment; agricultural and livestock conditions were generally favorable. Little if any improvement, however, was evident in the mining industry.

During the first four months of the year exports rose by 19.4%, while imports were up by only 5.5%. The outlook for tourism was favorable and indications pointed to another modest increase in net international reserves for the year.

Available data on retail sales indicated an increase of about 6% compared with the second quarter of last year. The rise in consumer goods sales was particularly significant.

Manufacturing output continued to exceed their 1965 growth rates. The increases in production of iron and steel and automotive equipment were particularly important. Primary iron output was up by 40% through May and steel ingot production up by 16%.

The automobile and truck industry looked ahead to an output of 120,000 units, the highest in history and 24% greater than in 1965.

MEXICAN-MADE AIRCRAFT TIRES reflect the nation's drive for economic self-sufficiency. However, a former president of the Mexican Banking Assn. has said that Mexicanization of all industries could hamper economic development.

New firms enter market

The entrance into the market of Nissan Mexicana in May, the scheduled entry of Borgward later this year, and increased Volkswagen production will all contribute to this record production year.

There was some decline in cement production during the second quarter, but 1966 production is still expected to surpass that of 1965 by about 18%.

Some raw material shortages from U.S. sources tended to restrict the output of the chemical industry, while new plant openings expanded the industry's capacity. Demand for chemical products continued to grow.

Mid-year reports indicated that the real growth rate this year should be between 6 and 7%. Although private sector investments apparently are continuing to spark the 1966 advance, public expenditures are reported to be making a more significant contribution than last year.

Mexico's international transactions through the second quarter indicated another modest increase in net international reserves by year end. Exports were reported to be almost 20% higher than a year ago while imports were ahead only modestly.

Prospects were good that the reduced trade deficit would be offset by increased net receipts from tourism and border transactions, continued high levels of private foreign capital inflows, and limited net official credits.

A former president of the Mexican Bankers' Association, publicly declared in June that Mexicanization of foreign industries already existing in Mexico could be prejudicial to the country's continued growth and development.

He endorsed foreign investment by stating that it was a powerful force for economic development and the only means of meeting Mexico's ever-increasing needs for capital to expand industry and provide new jobs.

He denied that payments to the foreign investor were a drain on Mexico's balance of payments.

The influential Camara Nacional de

la Industria de Transformacion opposed this viewpoint, and the stage was set for further debate in Mexican business circles.

Stock market activities in Mexico City remained sluggish and uncertain, although the volume of transactions was ahead of last year's level. Stock prices were off and no new public placements were made until the last few days of June.

Although the financial community continued to belabor the tight money situation, official data prepared by the Bank of Mexico indicate that the money supply reached $2.3 billion in May, more than 7% higher than May 1965 levels. Government officials deemed this increase adequate in view of a projected real growth rate of between 6 and 7%.

Press reports in late April indicated that the investment banks had increased interest rates on their time deposits to as high as 9.5% in an attempt to cope with higher interest rates in U.S. and European capital markets.

Despite claims by Mexican officials that public outlays during the first half were substantially above 1965 levels, the business/industrial community was somewhat disappointed.

Government officials maintained that public investments were not being held back deliberately. Failure of some of the capital programs, particularly those of the state enterprises and decentralized agencies, to pick up steam during the first six months of the year was attributed to seasonal factors and the need to coordinate plans and programs.

More public outlays

Public sector outlays are expected to surge upward during the rest of 1966.

The State Development Bank, on behalf of the Mexican Government, borrowed $19 million from the World Bank to help rehabilitate and expand the irrigation districts of the Laguna region near Torreon in the State of Coahuila, and of San Juan del Rio in the State of Queretaro. The projects are estimated to cost $65 million, with the Mexican Government financing the difference from its own resources.

The International Finance Corporation, an affiliate of the World Bank, announced that it would participate in the financial arrangements involving the expansion program of the steel mill, Cia. Fundidora de Hierro y Acero de Monterrey, S. A.

The IFC, along with Mexican, French and U.S. investors, subscribed to a $2 million new stock issue by Industria del Hierro, S. A., a producer of a wide range of construction and industrial equipment.

The Export-Import Bank made a $1.75 million loan to *Nacional Financiera, S. A.* to help finance equipment for a government-owned microwave system between Guaymas and Nogales in Sonora.

MEXICAN COPPER MILL AT CANANEA is keeping busy despite continued sluggishness of mining industry.

Specific measures during the quarter to improve Mexico's balance of payments included:

- An increase in the credits granted by the Banco Nacional de Comercio Exterior for the promotion of exports;
- An announcement by the Secretariat of Industry and Commerce that licenses would be granted for imports of raw materials and component parts, including component parts similar to those being produced in Mexico, when the prices of the domestic products are excessive or when such imports are required to enable Mexican products to compete in foreign markets;
- The issuance of tax exemptions for additional products, such as component parts of automobiles, to be manufactured in Mexico; and
- The formation of a committee for the promotion of foreign trade, with the participation of the Government and various private organizations.

Plans were announced for the construction of some 4500 new hotel rooms in Mexico as follows: 2000 in and near Mexico City; 1000 in Acapulco, Puerto Vallarta and other West Coast resorts; 500 in Puebla, Cuautla and Veracruz; and 1000 in hotels in Guadalajara and cities in North-Central Mexico.

All of these facilities are scheduled to be completed in time for the 1968 Olympic Games. The head of the Mexican Department of Tourism stated that these facilities would assure lodging for everyone attending the Olympics.

Telefonos de Mexico, which operates 95% of the nation's telephone system, has announced that it expects to spend $64.6 million on new services and installations during 1966. An additional 140,000 telephones will be installed, raising the total telephones in service to 928,699, a 17.8% increase over the end of 1965.

Guatemala link

Mexico and Guatemala were first linked by direct telephone communication on June 28 when the Secretary of Communications and Transport of Mexico spoke with his Guatemalan counterpart via a microwave network installed by Telefonos de Mexico and the Guatemalan company, Compania Telefonica Guatel.

The system consists of 12 channels, which will be increased to 24 by the end of 1966. By the end of 1968 sufficient channels will be available to permit direct television communication between the two countries.

The Mexican Government will soon submit a $129 million highway development program for the consideration of the World Bank.

Mexico's major shipping firm, Trans-

portacion Maritima Mexicana will buy two Polish bulk carriers of 60,000 tons displacement, costing $8 million apiece. It also signed a contract for construction of three merchant ships in Brazil.

The company has announced that it will begin regularly-scheduled service between Mexico and Japan, and possibly other Far East ports. One of its affiliated companies, Maritima Mexicana, is scheduled to initiate service from Mexican ports to ports along the west coast of Central and South America by the beginning of 1967. Inauguration of both services will depend on when ships now on order are ready for use.

Sulphur continued to hold the spotlight in Mexican mining through the second quarter. The two Frasch-producing companies were assured of export licenses totaling only 1.1 million metric tons for the year, 350,000 tons below their 1965 exports.

Mexican officials, on the other hand, announced proven reserves of 35 million tons, or several million above the minimum stressed as necessary by the Government in 1965.

May relax policy

There was some speculation that the mounting world shortage would cause Mexico to relax its strict sulphur export policy.

Several additional companies were formed to explore for sulphur, but no new concessions had been granted by the end of the quarter.

The rains began somewhat later than usual this year and the prolonged drought caused cattle losses and hurt agriculture in general. The rains finally came, however, and agricultural conditions at midyear were generally favorable.

The harvesting of record coffee and sugar crops was completed and the wheat harvest progressed well. The wheat crop this year will approximate domestic requirements.

The corn crop also looked good. Domestic requirements will be met and about 500,000 tons may be available for export.

Because of further depressed world prices, the Sugar Producer's Union announced that it was suspending sales of sugar to non-U.S. world markets. The recent increase in Mexico's U.S. sugar quota brought the total for the first half of 1966 to 440,000 short tons.

This total, although somewhat below shipments in 1964 or 1965, is above the 1962 and 1963 levels. The 1966 quota is particularly significant because of the low world prices for sugar compared with strong U.S. prices.

Japanese economy regains thrust after moderate slowdown in 1965; U.S. remains top trading partner

Strong showing causes upward revision of '66 growth estimate; cabinet-level meetings may bring milder investment policy

Japan's economic conditions continued to improve during the second quarter of 1966, so much so that the Japanese Government has indicated that the real growth rate for gross national product in Japan's 1966 fiscal year (which ends March 31, 1967) will exceed the 7.5% prediction made earlier this year.

Some sources have predicted that the growth rate may top 10%.

Among the continuing signs of economic improvement were increased industrial production and finished goods deliveries. At the same time, manufacturers' inventories declined. Imports began to increase faster during the second quarter as a result of the increased economic activity, and the replenishment of raw material inventories is an indication that business is becoming more confident about production prospects.

However, although the improved economic conditions are generally observable, their effect varied from industry to industry, and among firms within given industries. This seems to indicate that the recovery during the second quarter was somewhat selective.

Equipment investment did not pick up and bank loans for fixed investment declined slightly. On the other hand, new orders for machinery rose 14% during the quarter, on top of an equal rise in the first quarter.

The increase in economic activity, however, has also been accompanied by a continuing rise in consumer prices. The index of consumer prices in all cities increased 5.5% in the first half of 1966 over the same period of last year. Wholesale prices also rose rapidly, registering their sharpest upswing since the first half of 1958.

The Government has made price stability its most important economic target, and the Minister of Finance has said that his policy for the year will be designed for "expansion without inflation."

Japan's exports during the second quarter rose almost 2% over the first quarter, but imports were up by 6.5%,

COAL POWER FOR SURGING INDUSTRIES is helping Japan regain its former economic growth.

reflecting the general increase in economic activity. The trade surplus for the quarter was at a seasonally adjusted annual rate of $2.3 billion, a new record, although this was largely offset by deficits on the invisibles and capital accounts.

The Fifth Meeting of the Cabinet-level Joint U.S.-Japan Committee on Trade and Economic Affairs, held in Kyoto in early July, was of major significance to U.S. businessmen with trade interests in Japan. As a result of commitments made at that meeting, Japan is now carrying out an official sector-by-sector study of Japanese industry to determine its receptivity to liberalizing foreign investment and the problems which such liberalization might produce for the domestic industries concerned.

This study is scheduled to be completed by the end of October. Japan's offers under the Kennedy Round and a loosening of its residual import restrictions were also raised by the U.S. delegation at the July meeting.

Japan's foreign trade (on a customs basis) registered a second quarter deficit of $71 million, with exports (f.o.b.) totaling $2,338 million, 11% above the corresponding 1965 period, while imports (c.i.f.) rose to $2,409 million, also an 11% gain over the second quarter of 1965.

Commerce with the U.S. continued to occupy its predominant position in Japan's overall trade picture, with U.S. imports from Japan exceeding exports to that country by more than $100 million.

The U.S. accounted for about 27% of Japan's total imports, a decline from the nearly 29% which it supplied in the corresponding 1965 period. At the same time, the U.S. took more than 32% of Japan's exports, compared to slightly less than 30% for the same 1965 quarter.

Another noteworthy development in Japan's foreign trade was the continuing growth in two-way commerce with Communist China which has risen to $320 million for the first six months of this year. During the second quarter two-way trade with mainland China more than doubled over the corresponding period in 1965.

Japan's generally robust foreign trade enabled the Supreme Export Council to revise Japan's export goals for fiscal 1966 upwards to $9,623 million (foreign exchange basis), a substantial increase over 1965.

The increased industrial activity should also boost imports of raw materials, and the new import forecast for fiscal 1966 is now set at $9.6 billion.

MODERNISTIC OFFICE BUILDINGS in downtown Osaka reflect the spread of Japanese commercial activity throughout the country from its traditional seat in the Tokyo metropolitan area.

Also contributing to the general upswing in Japan's economic activity during the second quarter were the stimulative effects of the Japanese budget. The $12 billion budget, representing an almost 18% increase over fiscal 1965, places heavy emphasis on public works, housing, environmental sanitation, roads, and regional development projects.

Housing expenditures alone are expected to come to $900 million and represent the first step in a five-year program calling for the building of 6.7 million units by the end of the 1970 fiscal year (March 31, 1971).

Moreover, in another move designed to stimulate the economy, Japanese consumers received tax cuts amounting to $439 million, the largest reduction since the war.

While there were still some clouds in the Japanese economic skies, such as the decline of the stock market, by mid-year the Japanese economy seemed to be well on the way to a resumption of its earlier higher growth rates.

Against the background of these developments in the second quarter, Japan's Prime Minister, Eisaku Sato, was able to state in August that the Japanese economy has recovered 80% from what, for Japan, was considered a recession.

SHOWS IN U.S. TRADE CENTER in Tokyo give exporters an ideal entry to Japanese markets.

Strong industrial growth leads El Salvador's economic climb

Central Bank lending policies restrict import expansion; declining cotton output mars agricultural outlook

El Salvador's growing industries carried the national economy to new highs during the first half of 1966, and the economic surge is expected to maintain its momentum in the foreseeable future.

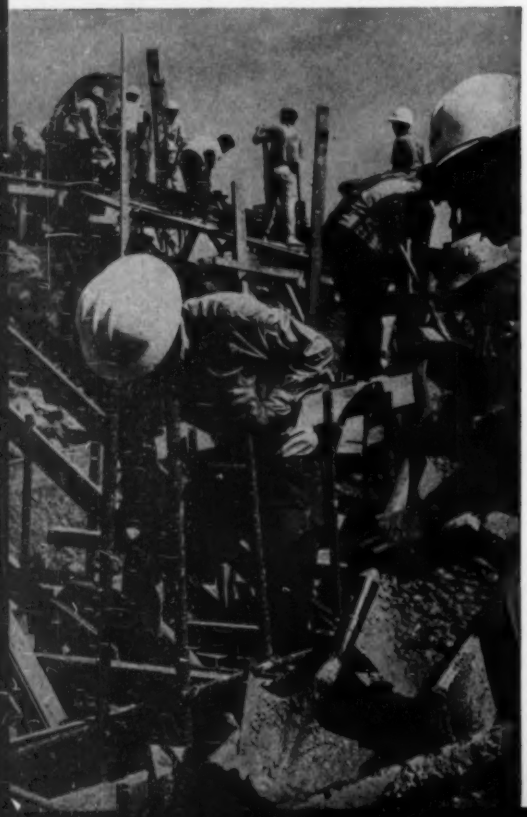
President Rivera announced that the gross national product increased by 6.3% in 1965, and he singled out the manufacturing sector as a major contributor to the country's growth.

The level of industrial investment remains high, with construction activity particularly strong. Net foreign reserves were down almost $2 million to $64.6 million at the close of the second quarter, compared to the corresponding quarter of 1965. Government revenues for the first four months of this year increased 13% over the same period in 1965 to $41 million. However, through February Government expenditures were running about 37% above their 1965 levels.

Higher capital investment accounted for about 60% of the increase.

Foreign trade figures for the first five months of 1966 reflect the Central Bank's announced policy of limiting lending for commercial purposes. Imports grew by little more than 1% over the corresponding period of 1965, while exports increased almost 8% over the same period. Should this trend continue El Salvador will have a favorable trade balance for 1966.

NEW POWER SOURCE for El Salvador's growing industries, which increased output 11% in 1965, is furnished by Guayabo Hydroelectric Project.



Policy gets results

The Central Bank's policy of directing larger amounts of capital into productive capacity has shown results. By May 31 the outstanding credit extended for commercial purposes had declined 6% from the corresponding period of the previous year, and was within the 45% limit of total credit portfolio set by the Central Bank. During the same 12-month period credit for construction increased 30%, and credit for industry and transport rose 24%.

Industrial production increased by 11% in 1965, and should continue to grow in 1966. During the first five months of this year 25 firms were granted the benefits of the Industrial Development Law, and outstanding bank credit for industrial purposes was some 24% higher in May than at the end of the corresponding month of 1965.

Many of the new enterprises are in the textile field, but the manufacturing of plastic goods, chemicals, pharmaceuticals and metal goods are also well represented. Some of the larger new plants are: Industrias Sinteticas de C.A., a $1 million investment which will have a capacity of 100,000 yards of synthetic textiles monthly; Industrias de Nylon Centroamericano, S.A., a $200,000 investment to produce nylon filaments; Corporacion Industrial Centro-Americana, an $800,000 investment to produce iron laminations and extrusions; Industrias de Tuberias S.A., a joint Japanese-Salvadoran firm to produce plastic tubes and piping.

In addition, International Harvester Co., will construct a $400,000 plant to assemble trucks and agricultural tractors; and the Bemis Brothers Bag Co., will invest $300,000 to produce multi-wall paper bags and related products.

Business activity continued to be good, with some businessmen reporting a slightly larger volume than in the same period of 1965. However, a slowdown is beginning to be felt in the cotton growing areas, and sales of agricultural machinery and dusting aircraft are falling off.

The business community as a whole dosen't believe that the decline in cotton production will be sufficient to provoke a general economic slump, especially in light of the large volume of construction activity and the continued high level of retail sales of furniture, household appliances, drugs and luxury items.

Visits by businessmen and the small but growing number of tourists kept hotels 90% occupied during the second quarter.

Production of foodcrops is expected to increase this year. This is due not only to increased acreage but is also the result of a massive demonstration program showing the benefits of fertilizers and insecticides to small farmers. The government, with AID assistance, has also made credit available to the smaller farmers to buy seed, fertilizers, and insecticides.

Corn production for 1965-66 totaled 203,000 metric tons, an increase of 6% over the 1964-65 crop and 9% higher than the previous five-year average. The 16% increase in sugar production has made some 57,000 metric tons available for export. The country's U.S. sugar quota was recently raised to 30,309 metric tons.

Coffee, cotton down

Production of both coffee and cotton are expected to decline. Although cotton production for the current crop year is officially placed at 245,000 bales by the Salvadoran Cotton Cooperative, the 1966-67 estimate forecasts production of not more than 180,000 bales. This is due in most part to a substantial decline in acreage planted. Also, most cotton farmers have had three consecutive poor yielding crops.

The National Coffee Department estimates that the 1965-66 green coffee crop will be down 10% from 1964-65. However, there will still probably be a large surplus at the end of the 1966-67 crop.

Both builders and unions report shortages of skilled construction workers. Negotiations now in progress between the Chamber of Construction Industry and the construction trades union may lead to further wage increases. Minimum wage rates for both agricultural and industrial workers and labor code amendments have been under study, but there is no indication that the government will approve radical changes.

Iceland to construct hydroelectric plant

Project planned in conjunction with new aluminum smelter

The National Power Co. of Iceland plans to expand its electrical power capacity with the construction of the Burfell hydroelectric power project. The power project is being built in conjunction with the establishment of an aluminum smelter with an annual capacity of 60,000 tons.

Combined capital investment in the power project and the smelter will be more than $90 million and is expected to have a far-reaching impact on Iceland's economy.

$18 million World Bank loan

A World Bank loan for $18 million will assist in the financing of the Burfell project. It will be for 25 years and is guaranteed by the Republic of Iceland. Amortization will begin April 1971.

The total cost of the Burfell project is estimated at $34.5 million, of which about $22.5 million is expected in foreign exchange. The Loan will finance $18 million of the exchange requirements. The smelter will be financed and built by a subsidiary of Swiss Aluminum Ltd., which will purchase half of the power produced at Burfell.

Brown Bros. Harriman & Co. will participate in the loan, without the World Bank's guarantee, to the extent of $100,000 representing parts of the first two maturities, which fall due in April and October 1971.

U.S. radioisotope exports to go to Leipzig, Prague

The U.S. has approved exports of radioisotopes to East Germany and Czechoslovakia.

A license was issued by the Atomic Energy Commission to Schwarz BioResearch, Inc., Orangeburg, N.Y., to export five millicuries of a tritium tagged compound for medical research.

The material will be shipped to Isocommerz GmbH for the Department of Pathology, Karl Marx University, Leipzig.

The AEC has authorized Oak Ridge National Laboratory, Oak Ridge, Tenn. to export 60 curies of promethium-147 to Czechoslovakia.

The material will be used by the Institute for Research Production and Isotopes in Prague to make luminous.

Manila firm plans electrical expansion

To buy generating equipment; first unit to be ready in '68

The Philippines' major power company, the privately owned Manila Electric Co., is planning a long-range expansion program. The company has completed financing of $94 million for the 1966-69 stage.

Purchase of the major generating equipment is expected to be financed by suppliers' credits. The rest of the present financing will be covered by cash generation, advances from the parent company and loans.

The International Finance Corp. has approved a $12 million loan for the project. The IFC investment consists of an equity subscription of $4 million and an $8 million long-term loan.

The first part of the expansion plan involves the addition of a 100,000 kilowatt unit, now nearing completion, at the existing Tegen Station and the construction of a new generating station, inland from Manila on Laguna de Bay, the Gardner Station, which will eventually have four units.

The first and second units of the Gardner Stations, each nominally rated at 150,000 kilowatts, are part of the 1966-1969 program. Building of the first unit has already started and it should be ready for operation in mid-1968.

The International Finance Corp. equity subscription of $4 million will be for new ₱10 common shares at ₱50 each. This would yield about 312,000 shares which will make IFC's equity holding about 5% of the ordinary capital of the company. The $8 million loan will be represented by first mortgage bonds. Repayment is in 16 semi-annual installments beginning in 1969.

Zambia to improve main trunk roads

Project to cost $29 million; 1969 set as completion date

Zambia plans to spend some $29 million to improve sections of two of the landlocked African country's most important trunk roads. The roads are key international routes and traverse important agricultural areas.

The project is scheduled for completion by the end of 1969. It includes the improvement, reconstruction and bituminous paving of two sections of the Great East Road, from Chelston to Rufunsa and from Nyimba to three miles east of Ft. Jameson; the improvements and bituminous paving of a section of the Great North Road from Kapiri Mposhi to Serenje; and the detailed engineering of the Great North Road from Serenje to Mpika.

Construction will be carried out under unit price contracts which have been awarded on the basis of international competitive bidding.

Execution of the project is the responsibility of the Ministry of Transport & Works.

An International Bank for Reconstruction & Development loan for $17.5 million will cover the estimated foreign exchange requirements and the local currency costs will be met by the Government through budgetary appropriations.

The loan is for 20 years and amortization will begin in July 1970.

United States to grant licenses on 42 AEC German patents

The titles of 42 German patents owned by the Atomic Energy Commission on which the AEC will grant licenses were announced on Sept, 1.

The AEC prefers to grant non-exclusive licenses for three to five year periods but in specific instances it may grant exclusive or limited licenses for limited periods.

All licenses are subject to AEC's authority to grant licenses to U.S. nationals, but the specific terms and conditions of each license is subject to negotiation.

Write: Division of Public Information, Atomic Energy Commission, Washington, D.C. 20545.

South Africa ups duties, port charges

Action affects U.S. exports of petroleum oils, products

The Government of South Africa raised import duty rates and excise taxes on some 25 items on August 17, and followed that up two weeks later by increasing its harbor and freight handling charges.

Increases in import duties of particular interest to U.S. exporters include those on petroleum oils and some petroleum products (including hydrocarbons) which were raised from 120.83 Rands (U.S. $169.16) to 130.83 Rands (U.S. $183.16) per 1,000 gallons, an increase of approximately 8.3%.

Auto duty raised

The basic duty on automobiles was raised from 35% to 40% ad valorem and a general duty increase of 10% ad valorem was enacted on all types of toys and games, household refrigerators, washing machines, and certain other domestic electrical appliances, carpets and carpeting, and electric lamps and bulbs.

Increased excise duties were announced on imported beer, gasoline, kerosene, and fuel oils.

Freight handling charges and certain harbor fees were increased as of September 1. The freight handling charge was raised from 14.17 cents (U.S. $0.20) to 16 cents (U.S. $0.224) per ton. Wharfage charges on imported goods were increased from 25 cents (US. $0.35) to 30 cents (U.S. $0.42) per ton and from 1.25% to 1.35% ad valorem.

Ceylon to release quotas for new import items

Ceylon will release quota allocations for the import of hot plates, immersion heaters, and electric kettles, all of which previously were not eligible for import licensing.

The Government also will license the import of a limited number of motor cars as replacements to certain essential users, such as doctors, engineers and architects, persons engaged in businesses with a turnover of $21,000 or above, and superintendents of tea, rubber, and coconut estates.

Eligible applicants will be able to choose their make but are limited to cars with a c.i.f. value not exceeding $2,625.

Tunisia to build and equip 18 new educational facilities

Tunisia plans to construct and equip 15 secondary schools and three agricultural training centers as well as equip an additional 16 secondary schools. Procurement will be on the basis of international competitive bidding.

The International Development Assn., an affiliate of the World Bank, extended a $13 million credit to Tunisia for the project. The credit will be for 50 years and repayment of the principal will begin November 1976, after a 10-year grace period.

India sees sharp decline in real national income

India's real national income declined sharply during the fiscal year which ended March 31. Official figures place the national income in real terms at about 5% below the record level of the previous year.

The major causes of the decline were an unusual lack of rain, raw material shortages, and insufficient demand. Per capita income fell between 6 and 8%, virtually wiping out the modest annual gains of the past four years.

Fertilizer imports to increase in world's developing nations

The world's developing countries will need some $300 million worth of fertilizer imports during 1966, climbing upward to nearly $450 million in 1969 according to estimates of the Agency for International Development.

External financing on concessional terms will be needed for most such exports and imports. AID plans to devote more of its capital assistance to financing both fertilizer plants and imports.

Other aid-giving nations are being urged to expand credits for agricultural production imports such as fertilizer, pesticides and farm machinery.

Singapore tax exempts 26 manufacturing companies

The Singapore Government has awarded 26 additional manufacturing companies pioneer certificates, entitling them to income tax exemption for a period of up to five years.

These firms, seven of which are already in operation, are now or will be manufacturing a variety of products including electrical supplies, oils and greases, plastic products and wearing apparel.

There are currently 165 pioneer companies in Singapore, of which 104 are actually in production. For a complete list of pioneer firms and products, **write:** Far Eastern Division, Bureau of International Commerce, Department of Commerce, Washington, D.C., 20230.

Thailand tightens payment rules for import taxes

The Government of Thailand now requires payment of all taxes on imported goods prior to their release from Customs. The regulation, which became effective August 1, covers the payment of customs duty, the business tax, municipality taxes, and sanitation revenue and Thailand's provincial revenue taxes.

Previously, these taxes were payable on the 15th day of the month following the importation of the goods.

The new system is designed to prevent leakage of taxes and to simplify the control over tax collection. It has been reported that evasions of such taxes amounted to several million baht (20.80 baht = $1) in 1965.

This change should be noted in the section "Business and Other Internal Taxes" of OBR 64-54, "Foreign Trade Regulations of Thailand."

HAIR PREPARATIONS

A Johannesburg importer and manufacturer of hairdressers' supplies, wigs and other hair pieces seeks a license to produce hair dyes, rinses and specialized hair treatment products.

The South African firm, established in 1963, has 30 employees and claims annual volume of $700,000.

Write: Skye Products (Pty) Ltd., P.O. Box 5604, Johannesburg, South Africa. Attn: Mr. J. Scott-Bizzett. WTD.

Brazilians propose coal tar venture

Wants U.S. partner to invest $400,000 plus technical aid

A joint venture to establish a plant for the production of aromatic coal tar derivatives is proposed by a Brazilian firm with experience in the industry.

A U.S. partner, experienced in the industry, is asked for an investment of approximately $400,000 plus technical assistance for equipment installation and operation of the plant.

The State of Minas Gerais Development Bank is reported to be extending financing for 50% of installation costs and another 20% is said to have been promised by a government-owned iron ore mining and export company.

The new plant is to be located in the state of Minas Gerais on a site near Usinas Siderurgicas de Minas Gerais (USIMINAS), one of the largest steel mills in Brazil. USIMINAS owns the site and will lease it to the new venture or sell it outright at low cost, as the new plant will draw its raw materials from the mill.

The plant is expected to be in operation approximately 18 months after beginning of construction. An economic and feasibility study of the proposed project has been made by Foster-Wheeler Ltda., of Rio de Janeiro.

Write: Productos Aromaticos do Brasil Ltda., Rua Sete de Setembro 88, sala 1108, Rio de Janeiro, ZC-21, Brazil.

Familiarization of investors with Brazil's foreign investment law covering the remittance of profits is recommended. An English language copy is available at no charge by requesting "Brazilian Foreign Investment Law, Decree 55762" from OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

Industrial chemist invents bagasse based cellulose

A German industrial chemist and engineer living in Haiti claims to have developed a new process for making cellulose from sugar cane bagasse. He is prepared to turn it over to a reputable U.S. firm for patenting and utilizing in return for a fee or royalty.

The inventor claims that the unique features of the process are that no nitric acid is needed and no felting medium is necessary. The German chemist, who is 70, considers himself too old to undertake patenting and exploiting the process himself. **Write:** Mr. Kurt Gerull, P.O. Box 1194, Port-au-Prince, Haiti.

French food firm wants license to add new products for European distribution

A French manufacturer and distributor of macaroni, spaghetti, tomato sauces and similar products seeks a license to produce additional food items for distribution in France, Italy and the Benelux countries through its comprehensive sales organization. The French company, established in 1934, has approximately 377 employees and a sales force of 78. It reports annual sales of $8 million.

In addition to its present production facilities, the firm is building a new plant near Paris. Reportedly, the company has considerable experience in manufacturing and marketing food items.

The French concern belongs to a group of five manufacturing companies, three of which are located in Italy, one in France and one in the U.S. The annual volume of business for the entire group is estimated at approximately $120 billion.

Write: Societe Francaise des Produits Buitoni, 78 rue Garibaldi, Saint-Maur des Fosses, 94, France. Attn: Mr. Giuseppe Buitoni, Vice President. WTD.

MACHINE TOOLS

A license to manufacture and distribute machine tools of advanced design is sought by a British manufacturer of machine tools for the plastics, rubber, electronics and chemical industries.

The British concern's present production facilities include 100,000 square feet of workshops for machining, fabricating and assembling its products. Machine tools up to 25 tons and 25 feet high can be handled in the firm's plant.

The British company claims to have an active marketing organization in the United Kingdom, Europe and British Commonwealth countries.

Write: T. H. and J. Daniels Ltd., Stroud, Gloucestershire, England. WTD.

Indian firm proposes venture to make printing equipment at Udhna plant near Bombay

A Bombay importer and distributor of printing machinery and supplies, materials handling equipment and textile stores seeks a joint venture with an experienced U.S. firm to manufacture printing equipment and accessories.

The Indian company is interested in producing rule and lead cutters, mitering machines, metal quoins, steel chases, galleys, brass and steel rules and wire stitching machines.

An undetermined financial contribution requested of a U.S. participant is to be used principally toward the purchase of imported machinery and equipment, plus technical assistance.

Proposed site of the facility is the Udhna Industrial Estate at Udhna, approximately 125 miles from Bombay.

Basic raw materials, according to the Bombay firm are available in India, but initially special steels would have to be imported.

For the first several years the Bombay company plans to market its products in India and neighboring countries.

The firm states that manufacture of printing equipment is rated as a priority industry by the Indian Government and the demand for printing machinery and accessories substantially exceeds the current supply.

Write: Gujarat Trading Syndicate, India House, First Floor, Opposite G.P.O., Fort St., Bombay 1, India. Attention: Mr. Govindlal D. Mody. WTD.

ELECTRONIC INSTRUMENTS

A German manufacturer of cameras and camera accessories seeks to expand its operation by making precision electronic instruments and appliances under licensing arrangements with U.S. firms.

The German company states that it is only interested in corresponding with U.S. manufacturers of high quality instruments whose products would have a good sales potential on the German market.

Reportedly, the German firm's facilities include cutting and forming machinery, galvanizing and varnishing shops and a plastic-spraying shop. The firm has about 300 employees and average annual sales of $1,750,000.

Write: Kuerbi & Niggeloh, 163-165 Kaiserstrasse, 5608 Radevormwald, Germany. WTD.

Pakistani shipyard seeks industrial equipment license

Training of national technical, supervisory personnel also sought

An East Pakistan shipyard, reported to have one of the best equipped engineering workshops in the country, is interested in obtaining U.S. patents for the manufacture of concrete mixers, road rollers, pumps, cranes and farm implements.

Also sought from U.S. licensors would be training of Pakistani technical and supervisory personnel.

The shipyard is located on 69 acres at Labanchora, Khulna, with 1800 feet of river frontage. It builds and repairs vessels up to 700 tons displacement and has good rail, road and water connections with the main business centers.

Its engineering workshop includes a foundry, plate shop, machine shop, paint shop, blacksmith and tinsmith shop, electrical shop, and carpentry and joinery shop.

The shipyard plans to use its engineering facilities to manufacture the equipment mentioned above and employ the organizational facilities of the East Pakistan Industrial Development Corp., with which it is associated, to market them.

EPIDC is an autonomous body and functions along commercial lines with only limited government control. It promotes industries in association with private capital and turns them over to private enterprise when they are strong enough to stand on their own feet.

First established in 1957, the shipyard has been expanded and modernized and was converted into a public limited company in 1965 with a total capital investment of $8.6 million.

Write: Khulna Shipyard Ltd. (EPIDC), Labanchora, Khulna, East Pakistan, Pakistan, Attn: General Manager.

PLASTIC PARTS

A Brussels manufacturer of semi-finished or finished plastic equipment seeks a license to produce precision plastic parts for measuring instruments, accounting and calculating machines, typewriters and toys.

Write: Plastiprecis S.A., 47-47 Rue du Wagon, Brussels, Belgium. Attn: Mr. Aime Fleron. WTD.

ELECTRICAL EQUIPMENT

An Italian manufacturer of high voltage transformers, rotary and stationary welders and static regulators seeks a license to make such products in the electro-mechanical field as voltage dischargers and automatic heads for seam welding.

The firm plans to expand its range of production and has reportedly purchased a 5-acre site on which it intends to build a new plant. The new facility will enable the firm to improve the arrangement of existing equipment and add new equipment for the manufacture of transformers of higher capacity.

According to reports, the firm is well established in domestic markets and exports its products to several countries.

The company states its annual volume is $800,000 to $960,000.

Write: S.A.I.C.E.M. S.p.A—Industria Costruzioni Elettromeccaniche, 243 Via Emilia Est, Modena, Italy. WTD.

Investment Assistance

Firms responding to investment opportunities listed in this section may wish to inform the Bureau of International Commerce of their action in order that follow-up assistance can be extended where appropriate. Notification can be by postcard or simply a carbon of the letter addressed to the foreign firm. This will insure receipt of additional information as it becomes available.

A (★) following the name of the foreign firm denotes that additional information concerning the proposal is available at no charge by writing BIC-876, Department of Commerce, Washington, D.C. 20230.

WTD indicates that a World Trade Directory Report containing financial and business background information is available on the foreign firm proposing the investment opportunity. Copies are $2 each from the U.S. Department of Commerce, Bureau of International Commerce (BIC-916), Rm. 6323, Washington, D.C. 20230.

Special assistance is available to firms wishing to further their own joint venture and licensing interests abroad by calling Area Code 202, WO 7-4065 or by writing U.S. Department of Commerce, BIC-878, Rm. 1520, Washington, D.C. 20230.

Opportunity seen for confectionery plant in Liberia

East Africans in 1965 consumed 420 tons of toffees, hard candy

According to a market study made by a U.S. consulting firm on behalf of the Liberian Development Corp., the establishment of a confectionery plant in Liberia offers a potential investment opportunity.

The prefeasibility study was made for a Liberian sugar importer, who is interested in a confectionery project and a joint venture might possibly be arranged between a U.S. investor and the Liberian principal.

Reportedly, nearly all the confectionery consumed in Liberia is imported and it is estimated that consumption of toffees and hard candies in 1965 was approximately 420 long tons. A growth rate of 10% a year has been projected for the 1965-1970 period.

Total cost of the project is estimated at $152,000. The plant would manufacture toffee and hard candy, including peppermint candies and a variety of fruit drops. Initially all raw materials would be imported, but it is expected the confectionery enterprise would stimulate production of sugar cane in Liberia and eventually sugar refining operations.

The report gives an estimate of sales over a three year period, describes the necessary machinery needed for an efficient operation and presents profit and loss forecasts. Also stated in the 42 page study is the necessity for the granting of investment incentives by the Liberian Government.

U.S. investors interested in obtaining a copy of the study "A Confectionery Plant for Liberia" and additional information about the proposed project should **write:** Liberian Development Corp., P.M.B. 9033, Department of the Treasury, Monrovia, Liberia.

ELECTRONIC COMPONENTS

A British fabricator of sheet metal and manufacturer of electronic components and industrial stove enameling seeks a license or joint venture to produce electronic equipment.

Write: Dual Engraving Co. Ltd., 2 Acre Road, Kingston-on-Thames, Surrey, England. WTD.

Brazilian steel, wire firm seeks license

Steel manufacturer produces wide variety of wire products

A Sao Paulo manufacturer of special construction steel, wire products and welded steel mesh seeks a licensing and technical assistance arrangement with a U.S. producer of a wide range of wire products.

The Brazilian firm is particularly interested in making welded steel collapsible containers for palletizing cargo, displays, baskets, trays and other wire products of the novelty type.

The firm, established in 1953, operates facilities covering more than five acres in an industrial area in Sao Paulo and has approximately 320 employees. The firm maintains warehouses in major cities and distributes its products throughout Brazil.

Annual sales in 1965 were approximately $400,000 and the firm reportedly processes about 30,000 tons of steel a year. Reportedly, the Brazilian firm has wide international connections.

U.S. firms interested in exploring this opportunity might want to familiarize themselves with Brazil's Foreign Investment Law covering the remittance of profits.

An English language copy is available at no charge by requesting "Brazilian Foreign Investment Law, Decree 55762" from OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

For further information about this proposal **write:** Bureau of International Commerce, Office of International Investment, 876, Department of Commerce, Washington, D.C. 20230. WTD.

Uganda firm wants venture for pipe, wire manufacture

A long established Kampala hardware firm seeks U.S. financial and technical assistance participation in a venture to establish a plant for the manufacture of pipe and wire products.

The company estimates an expenditure of around $165,000 and would require technical assistance for the planning, purchase, installation and operation of the equipment and machinery, as well as the training of local personnel in drawing and extruding processes.

Terms for the investment are subject to negotiation.

The Kampala firm plans on converting an existing warehouse it owns in the industrial area to the manufacture of galvanized and black steel water pipe and fittings, and such wire products as gauze wire netting; barbed, binding soldered and unsoldered coffee tray wire; expanded metal lathing and stranded electric cables. The firm is reported to be directed by a progressive group of businessmen with interests in cotton ginning and cotton seed oil refining.

Write: Iron and Steelwares Ltd., P.O. Box 68, Entebbe Road, Kampala, Uganda. WTD.

MACHINERY

A British company seeks a licensing and/or cross licensing arrangement with a U.S. firm to manufacture in the United Kingdom agricultural machinery, ancillary machinery for the plastics, cable and rubber industries and such equipment for heating and process applications as temperature control equipment.

Established in 1946, the British firm has approximately 420 employees and 20 salesmen operating throughout the United Kingdom.

Write: Midland Industries Ltd., Health Town Works, Wolverhampton, England. WTD.

FABRICATED STEEL PRODUCTS

A Swedish company, associated with a sister firm in the manufacture and distribution of welded steel constructions, hydraulic presses, steel doors and walls and welding machinery seeks a license to produce welded steel constructions for use in the handling and shipping of goods and for industrial use.

The firm has subsidiaries in England and France and distributes its products to domestic and export markets.

Write: Hjo Mekaniska Verkstad, Hjo, Sweden. WTD.

SPECIAL INDUSTRY MACHINERY

A British engineering company seeks licensing arrangements with U.S. firms to manufacture machinery for the textile, packaging, and printing industry, precision engineered components, and containers and materials handling equipment.

Reportedly, the British firm has recently added 25,000 square feet of production area to be allocated for new projects.

Write: Ratby Engineering Co. Ltd., Peckleton Common, Earl Shilton, Leicester, England. WTD.

SPECIAL INDUSTRY MACHINERY

A license to produce all kinds of stainless steel machinery for the chemical, pharmaceutical and food industries is sought by a Brussels manufacturer of dyeing and bleaching machinery and stainless steel tanks and tubs.

The Belgian firm is particularly interested in an arrangement with a U.S. company whose products would find a ready market in the Common Market countries and countries in North Africa and the Middle East.

Established in 1913, the Brussels firm currently has approximately 190 employees.

Write: Etablissements Callebaut-de Blicquy S.A., 73 Chaussee de Ruisbroeck, Brussels 19, Belgium. WTD.

ELECTRONIC INSTRUMENTS

A British electronic instrument manufacturer seeks a license to produce such electrical, electronic and nucleonic instruments as tube voltmeters, signal generators and digital voltmeters. The company would also consider a cross licensing arrangement with a U.S. firm in the same field.

Established in 1923, the company has approximately 850 employees and claims to be represented in over 60 countries throughtout the world.

Write: Avo Ltd., Archcliffe Works, Archliffe Rd., Dover, Kent, England. WTD.

BUSINESS FORMS

A Belgian firm engaged in the printing of all types of business forms and stationery seeks a licensing arrangement with a U.S. firm in the same field interested in entering the Common Market.

Established in 1931, the Belgian company operates a modern printing plant, has 30 employees and markets its products mainly in Belgium.

Write: Mechelse Drukkerijen, N.V., 26 Ijzeren Leen, Mechelen, Belgium. WTD.

SHIP FITTINGS

A Spanish manufacturer of various types of ship fittings seeks a licensing arrangement with a U.S. company to utilize its patents.

The Spanish firm claims it is capable of competing in the international export market. Its annual volume is approximately $400,000.

Write: Talleres Mecanicos Faro, S.L., Carretera Industrial, 12, Cadiz, Spain. WTD.

World Trade Opportunities

India asks bids on dam and powerhouse at Koyna Hydroelectric Project

India's Chief Engineer on the Koyna Hydroelectric Project invites bids from construction or civil engineering firms on constructing (1) a dam, appurtenances and pressure shafts and (2) a power house and appurtenances at the Boladwadi project site. These two jobs are part of Stage III of the Koyna Hydroelectric Project.

Tender documents will be issued until Oct. 14 and the deadline is 4 p.m., Oct. 21 to submit bids to the Chief Engineer, Koyna Hydroelectric Project, Post Office Koyna, Via Karad, District Satara, Maharashtra State. Bids will be opened publicly at 9 a.m., Saturday Oct. 22. (International Commerce, May 30, p. 39 and May 16, p. 22; and Commerce Business Daily, May 27 and May 12.) A copy of brief notes and drawings on the dam and power house can be examined (not for loan) in the U.S. Department of Commerce, Room 4014. Interested firms located in the U.S. may obtain a copy of the Press Notice containing further information about the dam and power house by writing or calling the U.S. Department of Commerce, Building Materials and Construction Industries Division, BDSA-564, Washington, D.C. 20230 (Telephone: 202- WO 7-3601).

Brunei architect needs data on building, equipping schools

Malaysia announced that James Ferries & Partners, Architects & Planners, P.O. Box 308, 144 B Jalan Chevalier, Brunei Town, Brunei, has been appointed to design two residential schools that will accommodate from 600 to 2,000 students.

In connection with this appointment, the above firm is interested in locating suppliers who may be able to furnish information and literature on the following building components: steel decking for floors; fire resisting, suspended ceilings; iron and hardware; sanitary incinerators and waste incinerators; electric light fittings; kitchen equipment for school canteens; bathroom equipment; cloak room lockers; general laundry equipment; gymnasium fittings and equipment; sports equipment for both a stadium and a swimming pool; furniture for classrooms, auditoriums and for staff houses and dormitories.

Interested firms are requested to contact James Ferries & Partners directly.

Kuwait to buy distillation plants

The Central Tenders Board, State of Kuwait, has issued Tender No. MEW/22/2/97-66/67, for the installation of two distillation plants. The two plants are to have a capacity of four million gallons per day, each to consist of two two-million gallon per day units. The bid deadline is November 23.

Specifications are available from the Central Tenders Board, Kuwait, for $84.

Choice of language

Some people—about seven-eighths of them—just do not understand English.

So when you answer an advertiser in these pages who requests replies in his own language oblige him *and* yourself.

Ask the Department of Commerce Field Office for advice.

Chile issues tenders on building and supply of one milk processing plant, expansion of another

The Instituto de Desarrollo Agropecuario "INDAP" Teatinos 251, 3er. piso, Departamento 304, Santiago, Chile has issued a tender for construction, erection, and technical know-how for machinery and equipment for a new milk processing plant; also for machinery and equipment for cheese processing, butter and cream, and milk bottling.

The following capacities are required: 4,000 liters of milk per day; 15,000 liters of cheese per day; and 1,200 liters of butter per day.

Bid deadline October 30. Only firms legally represented in Chile may participate in the bidding.

The same agency has also issued a tender for expanding a milk plant to make 5,000 liters per hour of cheese; this is to be a turnkey project. The bid deadline and conditions for bidding are the same as for the above project.

Specifications, in Spanish, are available on a short term loan basis to firms domiciled in the U.S., from the GIEC Division, BDSA-588, Department of Commerce, Washington, D.C., 20230 (Telephone: 202-WO 7-5589).

Australian civil aviation agency to buy ten HF transmitters

The Department of Civil Aviation, Commonwealth of Australia, has issued Tender No. C.66/98, for supply of 10 h.f. fixed tuned 10 kw, transmitters with an option for additional quantities.

Bid deadline is 2 p.m. October 4.

Bid should offer RF linear amplifiers, fixed-tuned in the frequency range of 2 to 28 m.c. with output of 10 kw. P.E.P. Power source: 3 phase 50 cycles, voltage tap 400/230, 415/240 and 440/254. Tender to include quotations on recommended test equipment, dummy load, and one year's spare parts.

Copies of tender announcement and specifications are available from the Office of the Secretary, Central Contract Board, Department of Civil Aviation, Sanderson House, 505 Little Collins St., Melbourne, Australia, or on a short-term loan basis to firms located in the U.S., from the Electronics Division, BDSA-658, Room 4125, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: Code 202-967-4036).

Iraq to purchase two HF/SSB stations

The Armed Forces of the Republic of Iraq have issued Tender No. E-334, for two transistorized SSB transmitters and receivers for HF operation.

There is no deadline set for this tender.

Bid should offer two transmitters SSB, power output 100 watts PEP, full duplex radiotelephone operation with four crystal controlled channels in the range of 3 to 18 mc. complete with directional aerials. Radio receiving and transmitting equipment to be installed at base stations 300 miles apart. Power input shall be 220/230 volts AC, 50 cycles; equipment must also be capable of operating on emergency battery power. System should include remote control and telephone patch facilities. Offer should include spare parts for two years, as well as the services of an engineer for installation, test and training of personnel.

Copies of the tender announcement and specifications are available from the Embassy of the Republic of Iraq, Office of the Armed Forces Attache, 3510 Garfield St., NW., Washington, D.C.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Area Code 505 Tel. 247-0311.

ANCHORAGE, ALASKA, 99501, 306 Loussac-Sogn Building. Area Code 907 Tel. 272-5581.

ATLANTA, GA., 30303, 4th Floor, Home Savings Building, 75 Forsyth St., N.W. Area Code 404 Tel. 526-6000.

BALTIMORE, MD., 21202, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301 Tel. Plaza 2-8460.

BIRMINGHAM, ALA., 35205, Suite 200-291, 908 South 20th St. Area Code 205 Tel. 325-3327.

BOSTON, MASS., 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617 Tel. CA 3-2312

BUFFALO, N.Y., 14203, 504 Federal Building, 117 Ellicott St. Area Code 716 Tel. 842-3208.

CHARLESTON, S. C., 29403, Federal Building—Suite 631, 334 Meeting St. Area Code 803 Tel. 747-4171.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Building, 500 Quarrier St. Area Code 304 Tel. 343-6196.

CHEYENNE, WYO., 82001, 6022 Federal Building, 2120 Capitol Ave. Area Code 307 Tel. 634-5920.

CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Area Code 312 Tel. 828-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Building, 550 Main St. Area Code 513 Tel. 684-2944.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Building, East 6th St. and Superior Ave. Area Code 216 Tel. 241-7900.

DALLAS, TEX., 75202, Room 1300, 1114 Commerce St. Area Code 214 Tel. Riverside 9-3287.

DENVER, COLO., 80202, 16407 Federal Building, 20th and Stout Sts. Area Code 303 Tel. 297-3246.

DES MOINES, IOWA, 50309, 1216 Paramount Building, 509 Grand Ave. Area Code 515 Tel. 284-4222.

DETROIT, MICH., 48226, 445 Federal Building. Area Code 313 Tel. 226-6088.

GREENSBORO, N. C., 27402, 412 U.S. Post Office Building. Area Code 919 Tel. 275-9111.

HARTFORD, CONN., 06103, 18 Asylum St. Area Code 203 Tel. 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Building, 1022 Bethel St. Tel. 588977.

HOUSTON, TEX., 77002, 5102 Federal Building, 515 Rusk Ave. Area Code 713 Tel. 228-0611.

JACKSONVILLE, FLA., 32202, 512 Greenleaf Building, 208 Laura St. Area Code 904 Tel. 354-7111.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Area Code 816 Tel. FR 4-3141.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Building, 1031 South Broadway. Area Code 213 Tel. 688-2833.

MEMPHIS, TENN., 38103, 345 Federal Office Building, 167 North Main St. Area Code 901 Tel. 534-3214.

MIAMI, FLA., 33130, 928 Federal Office Building, 51 S.W. First Ave. Area Code 305 Tel. 350-5267.

MILWAUKEE, WIS., 53203, Straus Building, 238 West Wisconsin Ave. Area Code 414 Tel. BR 2-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Building, 110 South Fourth St. Area Code 612 Tel. 334-2133.

NEW ORLEANS, LA., 70130, 909 Federal Office Building, South, 610 South St. Area Code 504 Tel. 527-6546.

NEW YORK, N. Y., 10001, 61st Floor, Empire State Building, 350 Fifth Ave. Area Code 212 Tel. Longacre 3-5377.

PHILADELPHIA, PA., 19107, Jefferson Building, 1015 Chestnut St. Area Code 215 Tel. 597-2850.

PHOENIX, ARIZ., 85025, 5413 New Federal Building, 230 North First Ave. Area Code 602 Tel. 261-3285.

PITTSBURGH, PA., 15222, 2201 Federal Building, 1000 Liberty Ave. Area Code 412 Tel. 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503 Tel. 226-3361.

RENO, NEV., 89502, 2028 Federal Building, 300 South St. Area Code 702 Tel. 784-5203.

RICHMOND, VA., 23240, 2105 Federal Building, 400 North 8th St. Area Code 703 Tel. 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Building, 1520 Market St. Area Code 314 Tel. MA 2-4243.

SALT LAKE CITY, UTAH, 84111, 2235 Federal Building, 125 South State St. Area Code 801 Tel. 524-5116.

SAN FRANCISCO, CALIF., 94102, Federal Building, Box 36013, 450 Golden Gate Ave. Area Code 415 Tel. 556-5864.

SANTURCE, P. R., 00907, Room 628, 605 Condado Ave. Phone: 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Building, 125-29 Bull St. Area Code 912 Tel. 232-4321.

SEATTLE, WASH., 98104, 809 Federal Office Building, 909 First Ave. Area Code 206 Tel. 583-5615.

World Trade Opportunities Continued to page 31

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- ● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.
- ★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-624, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.
- **WTD** indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-916, U.S. Department of Commerce, Rm. 6059B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

011 Field crop farms

● **GREECE**—Seed potatoes, 8,220 metric tons. Bid deadline October 7. KYDEP, 10 Dorou St., Athens.★ (Telephone: 202-WO 7-4794).

ITALY—Vegetable, flower seeds. Direct purchase and agency. G. & L. Caruso Torrisi (importer, exporter, wholesaler, manufacturer, sales agent), 3 Via Simeto, Catania. WTD 8/31/66.

012 Fruit, tree nut, vegetable farms

PHILIPPINES—Fresh fruits. Direct purchase and agency. Que Hoa Heng, General Manager, Paragon Trading (importer, wholesaler, retailer), 316 Quezon Blvd., Manila. WTD 4/30/64 under revision.

019 Commercial farms

SOUTH AFRICA—Pasture seeds: hairy vetch (vicia villosa), purple vetch (vicia atropurpurea). Agricol Seed Co. (Pty.) Ltd. (importing distributor), P.O. Box 70, Bellville, Cape Province. WTD in preparation.

151 General building contractors

● **SAUDI ARABIA**—Notes and additional information on 12 schools to be built in Eastern Province. Bids invited by Arabian Oil Co. (ARAMCO) are preferred on a joint venture basis with a Saudi contractor partner. A list of prospective Saudi partners can be obtained from either the American Consulate General in Dhahran or the American Embassy in Jidda. Tender specifications, prepared by a U.S. firm, are available upon payment of U.S. $1,111 from Aramco Contract Office, Dhahran. Bid deadline on Aramco School Project is Nov. 28.★ (Telephone: 202-WO 7-3601). (International Commerce, Sept. 12, pgs. 25 and 26; Commerce Business Daily, Sept. 7.)

202 Dairy products

PHILIPPINES—Ice cream mix; butterfat. Aaron S. Gaddi, Production Manager, Pacosta Dairy Products, Inc. (manufacturer, processor), 318 Quezon Blvd. Ext., Box 26, Quezon City. WTD 2/15/64 under revision.

203 Canning, preserving foods

BELGIUM—Canned foods and drinks. J. P. Munar Succrs. N.V. (importer, exporter, wholesaler), 6 Kanonstraat, Antwerp. WTD 8/19/66.

PHILIPPINES—Canned food products: U.S. specialties, all kinds. N. Tanpua & Sons Development Corp., NASTODECO (importer, wholesaler, indentor), c/o Mr. Philip B. Tanpua, Vice Pres. & Marketing Director, Governor Lim Ave., Zamboanga City. WTD 7/13/66.

204 Grain mill products

● **SYRIAN ARAB REPUBLIC**—Rice, 35,000 metric tons. States Import-Export Co. "SIMEX" (Foodstuffs Dept.), P.O. Box 829, No. 94 Al-Jamhouria Ave., Damascus.★ (Telephone: 202-WO 7-4794).

211 Cigarettes

COLOMBIA—Cigarettes. Requests price quotations c.i.f. San Andres Island. Julio Gallardo & Cia. Ltda. (importer, wholesaler, retailer), Apartado Aereo (Air Mail P.O. Box) 37, San Andres Island. WTD 8/4/66.

220 Textile mill products

AUSTRIA—Textile materials, particularly novelty fabrics, for garment manufacturing and for sale in department store. Stafa-Kaufhaus Ges.m.b.H. (retailer, manufacturer), Postfach 112, A-1072 Vienna. WTD 8/30/66.

GERMANY—Fabrics, broad woven: woolen, worsted and cotton for the manufacture of men's and boys' coats and suits. Requests price quotations c.i.f. Hamburg or Bremen. Adolf Ahlers Bekleidungswerke G.m.b.H. (importer), 49 Herford-Elverdissen. WTD 8/24/66.

222 Broad woven fabric mills, manmade fiber, silk

COLOMBIA—Acetate taffeta, flocked printed nylon, plain dyed nylons, artificial silks, dyed satins. Requests price quotations c.i.f. San Andres Island. Julio Gallardo & Cia. Ltda. (importer, wholesaler, retailer), Apartado Aereo (Air Mail P.O. Box) 37, San Andres Island. WTD 8/4/66.

232 Men's, youths', boys' furnishings

NIGERIA—Men's sportswear. Direct purchase and agency. Olatunde Abijah Ramos & Sons (importer, wholesaler, retailer), 23 Abina St., Suru-Lere, Yaba, Lagos. WTD 12/18/65.

SWEDEN—Medium and low-priced nylon shirts, socks for men. Direct purchase and agency. Swedish Trading Agencies (importer, exporter, agent), 3 Ovre Djupedalsgatan, Goteborg. WTD 8/30/66.

233 Women's, misses', juniors' outerwear

NIGERIA—Women's sportswear. Direct purchase and agency. Olatunde Abijah Ramos & Sons (importer, wholesaler, retailer), 23 Abina St., Suru-Lere, Yaba, Lagos. WTD 12/18/65.

234 Women's, misses', children's, infants' under garments

SWEDEN—Medium, low-priced nylon underwear for women. Direct purchase and agency. Swedish Trading Agencies (importer, exporter, agent), 3 Ovre Djupedalsgatan, Goteborg. WTD 8/30/66.

241 Logging camps, logging contractors

NETHERLANDS—Timber (pine). Direct purchase and/or agency. N.V. Leidse Hout Import Mij. (importer, wholesaler), 375 Hoge Rijndijk, Leiderdorp. WTD 8/19/66.

259 Furniture, fixtures

BELGIUM—Venetian blinds, folding doors, sun awnings, blinds to darken movie theaters, drapes for theaters, canvas tents. La Persienne Nordique (importer, wholesaler, manufacturer), 26 Molenweg, Izegem. WTD 8/18/66.

261 Pulp mills

GERMANY—Sulfite and sulfate pulp, also chemical cotton linters, for use by papermaking industry. Direct purchase and agency. Herbert Schulz & Sohn (importer, agent), 3014 Hannover-Misburg, Buchholzer Strasse 81. WTD 9/1/66.

262 Paper mills

PAKISTAN—Kraft paper 29″ x 44″ grs. 40; 36″ x 34″ grs. 44; tissue paper white and colors 20″ x 30″ 18/19 grs. Globe Surgical Industry (importing distributor, manufacturer), College Road, Sialkot, West. WTD 7/22/66.

264 Converted paper, paperboard products

BELGIUM—Packaging material. Direct purchase and agency. Gebroeders Boehlen P.V.B.A. (importer, exporter, wholesaler, manufacturer), 660 Bosuilbaan, Deurne, Antwerp. WTD 8/25/66.

● **BURMA**—Multiwall kraft or Clupak shipping sacks: 2.5 million for 50 kg. cement, sewn type, 6 ply 80/85 grams/sq. m for kraft and 5 ply Clupak. Length 31 inches overall, 30 between seams, width 16½, depth 3¼ and a 4-inch valve. Bid deadline October 30. Cement Mills, Industrial Development Corp., Thayetmyo, Burma.★ (Telephone: 202-WO 7-3965).

FRANCE—Waxed, impregnated, coated, creped, cloth-lined and gummed paper. Direct purchase and agency. Requests replies in French or German. Papeteries Schwindenhammer (wholesaler, manufacturer), 68 Turckheim. WTD 9/2/66.

LUXEMBOURG—Writing, printing paper, cartons. European Paper Group S.a.r.l. (importer), 9, bd Roosevelt, Luxembourg. WTD 8/23/66.

266 Building paper, building board mills

PHILIPPINES—Low-priced acoustical boards. Luis Campos, President, Campos Rueda & Sons, Inc. (importer, wholesaler, retailer, indentor), Tindalo St., Makati, Rizal; Box 31, Manila. WTD 3/25/65.

270 Printing, publishing industries

GERMANY—New English language books and periodicals in the fields of mathematics, physics, chemistry, zoology, geology, mineralogy, biology, national economy, sociology, business administration, literature, linguistics. Requests price quotations c.i.f. London. Universitaetsbuchhandlung Dr. Joseph C. Witsch (importer, exporter, retailer), Postfach 187, 5 Koeln 1. WTD 8/22/66.

273 Books

MALAYSIA—Educational textbooks for elementary schools and high schools. Direct purchase and agency. Uma Agencies (agent), Rm. 606, Sixth Floor, China Insurance Bldg., 174 Jalan Tuanku Abdul Rahman, Kuala Lumpur. WTD 8/18/66.

PHILIPPINES—Religious and children's books. Fiorello S. Rifareal, General Manager, The Methodist Book Room, Inc. (importer, retailer), 900 United Nations Ave., Box 756, Manila. WTD 4/25/64 under revision.

277 Greeting cards

PHILIPPINES—Greeting cards for all occasions. Direct purchase and agency. Fiorello S. Rifareal, General Manager, The Methodist Book Room, Inc. (importer, retailer), 900 United Nations Ave., Box 756, Manila. WTD 4/25/64 under revision.

281 Industrial chemicals

PHILIPPINES—Raw materials for the manufacture of paints, varnish, lacquers and other allied products. Direct purchase and agency. Ung Han Liong, General Manager, Pacific Paint & Oil Manufacturing, Inc. (manufacturer), 274 D. Tuazon, Quezon City; Box 970, Manila. WTD 6/6/64 under revision.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complemenary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

Iraq wants bids on extension of water supply system

The Directorate General of Projects, Ministry of Municipalities and Works, Baghdad, is calling for bids on construction of an extension to the Ain-Tamur, Kerbala Liwa, water supply system. Equipment to be supplied will include a diesel engine pumping set, ground water tank, pump house building, delivery mains to existing mains, and all valves, pipe, pressure gauges, and other equipment, materials and labor to complete the project.

The bid deadline is October 18.

Terms and specifications may be obtained from the Directorate General for $8.40 per set, plus $1 for air mail to the United States.

One set of the specifications is available for review (not for loan) by interested U.S. firms in the office of the Water Industries and Engineering Services Division, BDSA, Room 4111, U.S. Dept. of Commerce, Wash., D.C.

283 Drugs

PAKISTAN—Liquid paraffin, USP; hydrogen peroxide. Requests quotations c. & f. Karachi. Direct purchase and agency. H. Mohammed Siddiq & Co. (importer), Marriot Rd., P.O. Box 4174, Karachi 2. WTD in preparation.

● **TUNISIA**—Pharmaceutical chemicals and laboratory reagents, 303 items including such products as: cocoa butter; extracts such as eucalyptus, de dessessartz, polygala and others; tinctures including arnica, jaborandi, and de valerian; also assorted essences including orange, bergamot, lavender, and menthol.

The medicinal chemicals listed include: white vaseline, 4,000 kilograms; glycerine codex, 3,000 kgm.; and talcum powder codex, 3,000 kgm.; laboratory reagents include permanganate of potassium; sulfosalicylic acid; citric acid; gallic acid; acetic acid; nitric acid; sulfuric acid; lactic acid; and many others.

Other products to be purchased include: boric acid powder; acetylsalisylic acid; methyl salicylate; pyridine; benzyl benzoate; chloroform; various ammonia compounds such as nitrate, oxalate, phosphate, and ichtyol; several calcium and magnesium compounds, as well as 19 types of potassium; 25 different sodium compounds; and several zinc compounds also appear on the tender.

In addition, miscellaneous products such as glucose; piperazine; filter papers in assorted sizes and a few coloring agents such as carmine and indigo, and orange III are shown.

Tender number 3/1967, bid deadline October 30.

The tender is in French, and bids and correspondence should be in French, directed to the Pharmacie Centrale de Tunisie, 51, Avenue Charles Nicolle, El Menzah, Tunis.★ (Telephone: 202-WO 7-3394).

287 Agricultural chemicals

GERMANY—Potash metaphosphate and ureaform fertilizers. Horn-und Duengerindustrie Karl Mahle & Co. (manufacturer, importer), 71 Heilbronn/Neckar, Salzstrasse 178-180. WTD 8/30/66.

ITALY—Chemical fertilizers, herbicides, insecticides. Direct purchase and agency. G. & L. Caruso Torrisi (importer, exporter, wholesaler, manufacturer, sales agent), 3 Via Simeto, Catania. WTD 8/31/66.

291 Petroleum refining

PHILIPPINES—Machine oil for small machines such as household sewing machines, typewriters. Dy Chi Ping, Salesman-Purchaser, Insular Construction Supply Co. (importer, wholesaler, retailer), 665 Teodora Alonzo, Manila. WTD in preparation.

311 Leather tanning, finishing

PHILIPPINES—Leather, other products for shoe manufacturing. Luis Campos, President, Campos Rueda & Sons, Inc. (importer, wholesaler, retailer, indentor), Tindalo St., Makati, Rizal; Box 31, Manila. WTD 3/25/65.

326 Pottery, related products

VENEZUELA—Gifts and household articles of copper, stainless steel and enameled pewter, such as pots, coffee pots, trays, ashtrays,

sugar bowls, flower vases, etc. Direct purchase and agency for all of Venezuela. Representaciones Atlantico, C.A. (sales agency), Edificio Lilue, Esquina Las Madrices, Apartado 6686, Caracas. WTD 2/16/66.

327 Concrete, plaster, gypsum products

● **CEYLON**—Lime, hydrated, 250 long tons, CaO content 85 to 95%, Fe_2O_3 content not more than 0.3%, MgO not more than 0.1%, in fine powder form, residue on a 200 mesh sieve not to exceed 3%, to be packed in five-ply paper bags. Delivery schedule, 50 tons immediately with 25 monthly thereafter, bid deadline October 11. Chairman, Eastern Paper Mills Corp., 70 York St., Colombo 1.★ (Telephone: 202-WO 7-3465).

329 Abrasive, asbestos, nonmetallic mineral products

PAKISTAN—Grinding wheels, stone; emery powder, emery salts, lustre; polishing compositions for cleaning and polishing stainless steel surgical instruments. Globe Surgical Industry (importing distributor, manufacturer), College Rd., Sialkot, West. WTD 7/22/66.

331 Steel mill products

GERMANY—Tubing of special steel, rustproof. Direct purchase and agency. Von Neefe & Co. (importer, exporter, manufacturers' agent), 75 Karlsruhe/Baden, Bachstrasse 12. WTD 8/30/66.

● **IRAQ**—1,500 steel tires for carriages and wagons, rolled dimensions of DRG:15/52. Tender #IRRS/G/IT/40/66; bid deadline October 24. Tender documents may be purchased against payment of $8.40 per set plus $0.50 return postage from Directorate General, Iraqi Republic Railways Service, Ministry of Communications, Baghdad.

● **MOZAMBIQUE**—Galvanized screw spikes for use on rails, 997,500 size ⅞" and 237,572 size ¾". Tender #242/1966; bid deadline December 26. Office of the Treasurer, Division of Lourenco Marques, Mozambique, Harbors, Railways and Transport Services, Lourenco Marques. Enclose $0.70 for each set of tender documents, $0.70 for each set of technical drawings, plus return postage.

PAKISTAN—Stainless steel sheet and bars AISI 410, carbon 10 to 18%, and chrome 15%; AISI 420, carbon 15 to 40%, and chrome 15% AISI 304 carbon 18, chrome, 8, with finish BB size 8' x 3', 8' x 4', gauge 16 to 24 swg for use in the manufacture of stainless steel surgical instruments. Globe Surgical Industry (importing distributor, manufacturer), College Rd., Sialkot, West. WTD 7/22/66.

332 Iron, steel foundries

GERMANY—Special steel castings (of chromium-nickel-molybdenum steel). Direct purchase and agency. Von Neefe & Co. (importer, exporter, manufacturers' agent), 75 Karlsruhe/Baden, Bachstrasse 12. WTD 8/30/66.

334 Secondary smelting, refining of nonferrous metals

GERMANY—Silicon, highest purity; chromium, highest purity; molybdenum, and tungsten. Direct purchase and agency. Von Neefe & Co. (importer, exporter, manufacturers' agent), 75 Karlsruhe/Baden, Bachstrasse 12. WTD 8/30/66.

335 Rolling, drawing, extruding of nonferrous metals

GERMANY—Tantalum (condenser quality) powder, bands, foils, sheet, tubing. Direct purchase and agency. Von Neefe & Co. (importer, exporter, manufacturers' agent), 75 Karlsruhe/Baden, Bachstrasse 12. WTD 8/30/66.

336 Nonferrous foundries

GERMANY—Pure nickel castings. Direct purchase and agency, Von Neefe & Co. (importer, exporter, manufacturers' agent), 75 Karlsruhe/Baden, Bachstrasse 12. WTD 8/30/66.

339 Miscellaneous primary metal industries

● **BURMA**—Supply of galvanized iron roofing nails, in various sizes. Tender No. 113/T/CONST/PWC/66-67, bid deadline October 8. Director of Engineers, Public Works Corporation, No. 60, Shwedagon Pagoda Road, Rangoon.★ (Telephone: 202-WO 7-5589).

342 Cutlery, hand tools, general hardware

● **BURMA**—Hinges, locks, rimlocks, net quotations for supply of stores: 200 doz. prs. 4" regulating spring hinges, double action, pressed steel, Japanned finish; 100 doz. prs. 5" hinges (same as above); 2,000 right and left hand 5" horizontal mortice locks; 2,000 4" horizontal heavy cast brass rimlocks. Tender No. 115/T/CONST/PWC/66-77, deadline Oct. 8. Director of Engineers, Public Works Corp., No. 60, Shwedagon Pagoda Road, Dagon P.O., Rangoon.★ (Telephone: 202-WO 7-3601).

342 Cutlery, hand tools, general hardware

PAKISTAN—Handtools, hacksaw blades 12" x ½"; scalpel blades with handles for use in the manufacture of stainless steel surgical instruments. Globe Surgical Industry (importing distributor, manufacturer), College Rd., Sialkot, West. WTD 7/22/66.

PHILIPPINES—Builders hardware, other building construction materials. Direct purchase and agency. Francisco Buenaseda Jr., General Manager, Buenaseda Trading (importer, exporter, wholesaler, indentor), 401 AIU Bldg., Juan Luna St., Box 3493, Manila. WTD 7/11/64 under revision.

343 Heating apparatus, plumbing fixtures

BELGIUM—Radiators, related equipment. Werkhuizen Remi Claeys Superia (manufacturer, exporter), 124 Torhoutsesteenweg, Zedelgem. WTD 8/25/66.

GERMANY—Gas heating equipment, accessories. Afriso-Werk (manufacturer, distributor), 7129 Gueglingen/Wuertt., Strombergstrasse 20. WTD 8/29/66.

PHILIPPINES—Plumbing supplies. Direct purchase and agency. Jose Elpidio O. Isip, Proprietor & General Manager, E.O. Isip Enterprises (importer, wholesaler, indentor), 412 Protacio, Pasay City. WTD in preparation.

344 Fabricated structural metal products

● **BURMA**—Supply of "Tower and Accessories for the Construction of 66 kv. Line, Crossing Irrawaddy River at Sinde-Thayet". Tender No. 663 (T) EL (ESB)/65-66, bid deadline Nov. 30. Specifications available through U.S. Embassy, Rangoon upon payment U.S. $11 (certified check). Sealed bids to be marked Tender for etc. (as in quotes above) and mailed to Controller of Stores, Electricity Supply Board, Ahlone/Strand Road, Rangoon.

● **IRAQ**—Supply 170 propane bulk tanks to latest ASME code and ICC specifications, 500 p.s.i. test pressure, 300 p.s.i. maximum operating pressure; 150 tanks, 500 kgs.; 20 tanks 1000 kgs. capacity. U.S. firms can bid without formal bid documents by including a check for $2.80 with bid; formal bid documents can be purchased for $2.80 from the issuing authority in Baghdad. Tender No. GAS/3/66, bid deadline October 22. Gas Distribution Administration, P.O. Box 3093, Baghdad.★ (Telephone: 202-WO 7-4241).

● **THAILAND**—Supply 87 sections of steel superstructures for Railway Bridges, meter gauge B.E. 2509 (1966 A.D.). Bank guarantee or bid bond of U.S. $9,000 required when submitting tender marked "Ref. Steel Superstructure of Railway Bridges (Meter Gauge) B.E. 2509 (1966 A.D.)" before deadline Dec. 14. Tender forms available for $25 per set from Stores Superintendent, State Railways of Thailand, Krung Kasem Road, Bangkok. A copy of the specifications, 16 blueprints and terms can be examined (not for loan) in the U.S. Department of Commerce, Building Materials and Construction Industries Division, Room 4014, Washington, D.C. 20230.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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345 Screw machine products

PAKISTAN—Machine screws for use in stainless steel surgical instruments manufacture. Globe Surgical Industry (importing distributor, manufacturer), College Rd., Sialkot, West. WTD 7/22/66.

348 Fabricated wire products

PHILIPPINES—Solder wire. Luis Campos, President, Campos Rueda & Sons, Inc. (importer, wholesaler, retailer, indentor), Tindalo St., Makati, Rizal; Box 31, Manila. WTD 3/25/65.

351 Engines, turbines

PHILIPPINES—Small diesel and gasoline engines. Direct purchase and agency. Primo N. Cervantes, President, Diesel Center, Inc. (importer, wholesaler, retailer), 199 Rizal Ave. Ext., Caloocan City. WTD 7/11/64 under revision.

Marine engines and parts. Direct purchase and agency. Modesto N. Cervantes, Vice President, Bormaheco, Inc. (importer, exporter, wholesaler, retailer, indentor, manufacturer), 245 Buendia Ave., Makati, Rizal; Box 1777, Manila. WTD 2/13/65.

352 Farm machinery

PHILIPPINES—Tractors, low power, medium size or portable; cultivators; tynes; irrigation equipment. N. Tanpua & Sons Develop-

ment Corp., NASTODECO (importer, wholesaler, indentor), c/o Philip B. Tanpua, Vice Pres. & Marketing Director, Governor Lim Ave., Zamboanga City. WTD 7/13/66.

YUGOSLAVIA—Threshing machines for hemp seeds. Agrotehnika (export, import), Titova 38, Ljubljana. WTD in preparation.

353 Construction, mining, materials handling machinery

BELGIUM—Traveling cranes, hoists, industrial cranes, automobile lifts, freight elevators. Technova P.V.B.A. (importer, exporter, wholesaler), 33 Boomsesteenweg, Aartselaar. WTD 8/19/66.

● **BURMA**—Twenty-one items of diamond and tungsten tools in varying quantities. Tender No. 45/66-67, bid deadline October 20. Director General (Procurement), Mineral Development Corp. 243/251 36th St., Rangoon.★ (Telephone: 202-WO 7-5566).

● Thirty-two pieces of drilling equipment in a variety of sizes and horsepower. Tender No. 44/66-67, bid deadline October 20. Director General (Procurement), Mineral Development Corp. 243/251 36th St., Rangoon.★ (Telephone: 202-WO 7-5566).

● Twenty-seven items of drill pipe accessories and fishing tools in varying quantities. Tender No. 46/66/67, bid deadline October 20. Director General (Procurement) Mineral Development Corp., 243/251 36th St., Rangoon.★ (Telephone: 202-WO 7-5566).

● **CHILE**—6 asphalt sprayers, 56 self-propelled pneumatic tired road rollers; 24 truck chassis, 6-7-ton capacity; 20 dump trucks, 6-7-ton capacity. Bidders must be legally represented in Chile. Tender and all correspondence in Spanish, payment under loan AL 214 by "Kreditanstalt Fur Wiederaufbau". Tender No. 214, bid deadline October 4. Oficinas del Director General de Obras Publicas, Morande 59, 3er, piso, Santiago.★ (Telephone: 202-WO 7-5566).

● **INDIA**—Global tenders for twenty-five air operated backfill tampers, spare parts for two years' operation; tender No. 1014/BPO/P/15060/PR/51237, bid deadline November 9. Two cement weigh-batch plants, fully automatic control, 6,000 lbs. batch capacity, electric powered; tender No. 1016/BPO/P-56123/P-316, bid deadline November 16. Twenty triplex backfill tampers, spare parts for 2 years' operation; tender No. 1016/BPO/P-317/PR/56124, bid deadline November 23. Forty air operated backfill tampers, spare parts for 2 years' operation; tender No. 1016/BPO/P-318/PR/56127, bid deadline November 23. T. K. Kalia, Chief Purchase Officer, Beas Purchase Organization, Talwara Township, Hoshiarpur, Punjab.

PHILIPPINES—Fork-lifts for the logging industry, 6,000 to 10,000 lb. capacity, adaptable to rough terrain. Direct purchase and agency. Galicano L. Siton, Manager, Motor Sales & Service Dept., Marvex Commercial Co., Inc. (importer, exporter, wholesaler, retailer, indentor, manufacturer, assembler), 152-13th St., Port Area, Box 2502, Manila. WTD 1/13/66.

Mining machinery, equipment, mine supplies; heavy hauling equipment including logging trucks; conveyors and beltings; cranes and power shovels; hydraulic dredges; road building equipment including road pavers; building erection equipment. Direct purchase and agency. Modesto N. Cervantes, Vice President, Bormaheco, Inc. (importer, exporter, wholesaler, retailer, indentor, manufacturer), 245 Buendia Ave., Makati, Rizal; Box 1777, Manila. WTD 2/13/65.

Industrial and agricultural tractor parts. Direct purchase and agency. Primo N. Cervantes, President, Diesel Center, Inc. (importer, wholesaler, retailer), 199 Rizal Ave. Ext., Caloocan City. WTD 7/11/64 under revision.

Crawler tractor parts for farm tractors, attachments. Direct purchase and agency. Modesto N. Cervantes, Vice President, Bormaheco, Inc. (importer, wholesaler, retailer, indentor, exporter, manufacturer), 245 Buendia Ave., Makati, Rizal; Box 1777, Manila. WTD 2/13/65.

● **TURKEY**—Drilling equipment: drilling rods (790 pcs.), diamond core bits (3750 pcs.), reaming shells (1200 pcs.), assorted drill bits (800 pcs.), thin wall tube, Denison, side intake and split tube type samplers (617 pcs.), tungsten-carbide inserts (90,000 pcs.), T, X, and M type core barrels (1600 pcs.), soil test apparatus (5 sets), flush joint bore casings, drive pipes and shoes, automatic rod lifters (3 each). Tender No. 66-16L-68, bid deadline October 10. Devlet Su Isleri Genel Mudurlugu, Makine ve Ikmal Dairesi Baskanligi, Etlik, Ankara. Free copies are available at the above address.★ (Telephone: 202-WO 7-5566).

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So when you answer one of them, quote in metric measurements.

Ask the Department of Commerce Field Office.

354 Metalworking machinery

BRAZIL—Link forming machines for 1″ chains, capacity up to 1⅛″. Requests prices c.i.f. Santos and payment terms. Industrias Colmeia S.A. (manufacturer), Caixa Postal 344, Sao Carlos, SP. WTD in preparation.

PAKISTAN—Files, flat, round and bastard 4″ to 12″; twist drills 1/64″ to 1″ for use in stainless steel surgical goods manufacture. Globe Surgical Industry (importing distributor, manufacturer), College Rd., Sialkot, West. WTD 7/22/66.

355 Special industry machinery

BRAZIL—Spindles, shuttles, combs, felt, springs, travelers, gears, needles, other accessories, parts for textile industry machinery. Direct purchase and agency. Bratex S.A. Comercio de Maquinas e Acessorios para Industria (importer, retailer), Caixa Postal 5247, Sao Paulo. WTD 8/30/66.

GERMANY—Food cutting and slicing machinery. Fritz Ahrberg G.m.b.H. (importer), 3000 Hannover-Linden, Deister Strasse 85. WTD 9/1/66.

GUATEMALA—Turnkey installation to establish an industry in Guatemala to manufacture sandpaper, emery paper, and abrasives in general; also paper and cloth for sandpaper and emery cloth, and abrasive materials. Industria Guatemalteca de Carrocerias—INGUACA (manufacturer), 8a. Calle 3-70, Zona 9, Guatemala City. Attn: Mr. Rafael Castillo V. WTD 7/20/66.

PHILIPPINES—Sawmill and woodworking machinery; wood treating plants. Direct purchase and agency. Francisco Buenaseda Jr., General Manager, Buenaseda Trading (importer, exporter, wholesaler, indentor), 401 AIU Bldg., Juan Luna St., Box 3493, Manila. WTD 7/11/64 under revision.

Machinery, equipment, tools, mill supplies used in the logging, lumber, veneer, plywood, and wood industries. Direct purchase and agency. Clemente Llenado, President, Oregon Trading Corp. (importer, wholesaler, retailer, indentor, assembler) 706 Harrison Blvd., Box 2230, Manila. WTD 2/18/65.

Sawmill and logging equipment; yarders, winches, logging supplies, loaders; portable saws. Direct purchase and agency. Modesto N. Cervantes, Vice President, Bormaheco, Inc. (importer, exporter, wholesaler, retailer, indentor, manufacturer), 245 Buendia Ave., Makati, Rizal; Box 1777, Manila. WTD 2/13/65.

355 Special industry machinery

● **URUGUAY**—Supply of a complete fertilizer plant, with capacities as follows: 100 metric tons of sulfuric acid per 24 hours; 25 metric tons of phosphoric acid per 24 hrs.; 1,500 metric tons of anhydrous ammonia; 100 metric tons of granulated N.P.K. per 24 hours; 50 metric tons of ammonia sulfate. Tender No. 5874, bid deadline December 13. Administracion Nacional de Combustibles, Alcohol & Portland, Seccion Licitaciones, Paysandu & Av. Agraciada, Montevideo.★ (Telephone: 202-WO 5589).

356 General industrial equipment

● **IRAN**—Supply of one fully-automatic air compressor, with a capacity of 1200 cu. meters per hour. Tender No. 1037/45, bid deadline December 7. Iranian State Railways, Tehran.★ (Telephone: 202-WO 7-5589).

● Supply of six floating, electro pumps, Three sets are to have a capacity of 100 cu. meters per hour, and the other three, 60 cu. meters per hour. Tender No. 829 and 833/45, bid deadline December 3. Ministry of Roads, Iranian State Railways, Tehran.★ (Telephone: 202-WO 7-5589).

● **IRAQ**—Supply of electrical air conditioning and lift works for a four-story building. Bid deadline November 1. Tender documents are available for $140 from the Directorate General of Buildings, Main Buildings Projects Section, Ministry of Municipalities and Works, Salhiya, Baghdad.

PAKISTAN—Ball bearings 1″ to 4″; rubber belting 1½″ to 4″ for use in surgical instruments manufacture. Globe Surgical Industry (importing distributor, manufacturer), College Rd., Sialkot, West. WTD 7/22/66.

PHILIPPINES—Irrigation pumps, accessories. Direct purchase and agency. Modesto N. Cervantes, Vice President, Bormaheco, Inc. (importer, exporter, wholesaler, retailer, indentor, manufacturer), 245 Buendia Ave., Makati, Rizal; Box 1777, Manila. WTD 2/13/65.

357 Office, computing, accounting machines

● **BRAZIL**—The deadline for submission of bids on an electronic data processing system has been extended from September 12 to October 10. (INTERNATIONAL COMMERCE September 5, p. 33; *Commerce Business Daily* August 30, p. 6). The system is to consist of a digital computer central processing unit, an auxiliary memory unit, two alphabetic punch card units, a printing unit and a card classifier. The particular units may be separate but the system must be fully integrated. Terms and specifications in Portuguese. Comissao de Concorrencia Publica, Superintendencia do Desenvolvimento do Nordeste, Edificio dos Industriarios-17° andar, Avenida Dantas Barreto, Recife, Pernambuco.★ (Telephone: 202-WO 7-2939).

GERMANY—Machines and auxiliary machines for postal institutions. Direct purchase and agency. Okafold Briefkuvertiermaschinen G.m.b.H. (wholesaler, distributor), 7251 Flacht/Wuerttemberg, Ringweg 1. WTD 8/30/66.

358 Service industry machines

ITALY—Industrial laundry equipment, industrial refrigeration machinery and equipment, large-size electric cooking equipment. Direct purchase and agency. Astrel del Dr. Mario Sciuto (manufacturer, sales agent), 104 Viale Mario Rapisardi, Catania. WTD 9/1/66.

PHILIPPINES—Electric water coolers. Antonio Tioco, Vice-President & General Manager, Philippine United Sales Co. (importer, exporter, wholesaler, retailer, indentor), 490 Rosario, Box 4063, Manila. WTD 5/13/65.

361 Electric transmission, distribution equipment

PHILIPPINES—Electrical equipment including distribution transformers, switchgears, conduit pipes, fittings, and watt-hour meters. Antonio Tioco, Vice-President & General Manager, Philippine United Sales Co. (importer, exporter, wholesaler, retailer, indentor), 490 Rosario, Box 4063, Manila. WTD 5/13/65.

362 Electrical industrial apparatus

BRAZIL—Welding apparatus for 1" chains, capacity up to 1⅛", 220 v., 50/60 cycles. Requests prices c.i.f. Santos and payment terms. Industrias Colmeia S.A. (manufacturer), Caixa Postal 344, Sao Carlos, SP. WTD in preparation.

PHILIPPINES—Diesel electric power plants. Direct purchase and agency. Modesto N. Cervantes, Vice President, Bormaheco, Inc. (importer, exporter, wholesaler, retailer, indentor, manufacturer), 245 Buendia Ave., Makati, Rizal; Box 1777, Manila. WTD 2/13/65.

Portable generating sets. Direct purchase and agency. Primo N. Cervantes, President, Diesel Center, Inc. (importer, wholesaler, retailer), 199 Rizal Ave. Ext., Caloocan City. WTD 7/11/64 under revision.

SWITZERLAND—Electronic industrial controls, all types. Direct purchase and agency. F. Brunner (consultant engineer, importer, manufacturers' representative), Oerlikonerstrasse 35, 8057 Zurich. WTD 8/29/66.

363 Household appliances

PHILIPPINES—Household electrical appliances including cooking stoves, stove parts, and refrigerators. Antonio Tioco, Vice-President & General Manager, Philippine United Sales Co. (importer, exporter, wholesaler, retailer, indentor), 490 Rosario, Box 4063, Manila. WTD 5/13/65.

364 Electric lighting, wiring equipment

● **INDIA**—Supply of 75 air turbo lamps, 80-100 watts. Tender No. 1017/BPO/E-1059/PR/56131, bid deadline November 7. Chief Purchase Officer, Beas Purchase Organisation, Talwara Township, Dist. Hoshiarpur.★ (Telephone: 202-WO 7-5345).

PHILIPPINES—Electric wiring devices including sockets, outlets, switches, receptacles used for electrical installations; heating elements for household electrical appliances including electric irons, stoves. Antonio Tioco, Vice-President & General Manager, Philippine United Sales Co. (importer, exporter, wholesaler, retailer, indentor), 490 Rosario, Box 4063, Manila. WTD 5/13/65.

Low-priced fiberglass lighting fixtures and/or chandeliers. Luis Campos, President, Campos Rueda & Sons, Inc. (importer, wholesaler, retailer, indentor), Tindalo St., Makati, Rizal; Box 31, Manila. WTD 3/25/65.

366 Communications equipment

● **GREECE**—Supply of spare parts and maintenance supplies for automatic telephone exchanges. Tender No. 6476. Bid deadline will be fixed at a later date. Hellenic Telecommunications Organization, Ltd., Sub-Directorate of Tenders, 6 Klisovis St., Athens. Specifications in German are available.★ (Telephone: 202-WO 7-4823).

● **KOREA**—Supply of 91 teletypewriters and associated equipment, four 60-watt very high frequency transceivers, and fourteen 30-watt very high frequency transceivers. Tender No. KFX-6156-N, bid deadline October 5. Office of Supply, Government of the Republic of Korea, Seoul.★ (Telephone: 202-WO 7-4823).

367 Electronic components, accessories

GERMANY—Electronic-acoustic signaling equipment including, communication equipment, electric measuring and control devices, special equipment for long distance alarms, plant surveying equipment, etc. Requests price quotations c.i.f. European ports. Funke & Huster Elektrizitaetsgesellschaft (importer, wholesaler), 4 Lichtstrasse, 43 Essen/R. WTD 8/23/66.

PHILIPPINES—Electronic parts for radios. Direct purchase and agency. Cheok Cheong, Manager, Electronics Merchandising (importer, wholesaler, indentor), 633 Nueva, Box 2373, Manila. WTD 3/24/66.

369 Electrical machinery

● **KOREA**—Supply of 50 sets of diagnostic X-ray apparatus and radiographic-photofluorographic apparatus. Tender No. KFX-6155-S, bid deadline October 4. Office of Supply, Government of the Republic of Korea, Seoul.★ (Telephone: 202-WO 7-2939).

371 Motor vehicles, motor vehicle equipment

BELGIUM—Linemarkers; road-indicating equipment; jeeps; trucks. Ets. Jos. Avonds N.V. (importer, distributor), 72 Vredebaan, Mortsel, Antwerp. WTD 8/25/66.

KUWAIT—Refrigerated van bodies of moderate size, for transporting beef and lamb carcasses, mounted on Chevrolet chassis. Safwan Trading & Contracting Enterprises (importer), P.O. Box 1521, Kuwait. WTD 11/18/65.

PHILIPPINES—Automotive replacement parts for cars and trucks including Willys army jeeps, Dodge weapon carriers, G.I. trucks (Banjo and Eisenhower types); also accessories for cars and trucks. Direct purchase and agency. F. Almacen (importer, wholesaler, retailer), c/o Florentino Almacen Sr., 186-188 Leon Kilat St., Cebu City. WTD 8/23/66.

Automotive trucks. Direct purchase and agency. Modesto N. Cervantes, Vice President, Bormaheco, Inc. (importer, exporter, wholesaler, retailer, indentor, manufacturer), 245 Buendia Ave., Makati, Rizal; Box 1777, Manila. WTD 2/13/65.

Anti-smog mufflers for autos and trucks. Direct purchase and agency. Juan S. Raimundo, Vice-President, Inter-Asian Distributors, Inc. (importer, wholesaler, retailer, indentor), 5th Floor, Filipinas Bldg., Plaza Moraga, Manila. WTD in preparation.

Automotive parts, Jose Elpidio O. Isip, Proprietor & General Manager, E.O. Isip Enterprises (importer, wholesaler, indentor), 412 Protacio, Pasay City. WTD in preparation.

Automotive spare parts. Direct purchase and agency. Domingo Ho, Manager, Domingo Auto Supply (importer, wholesaler), 1611 Jose Abad Santos, Manila. WTD 1/11/66.

374 Railroad equipment

PHILIPPINES—Locomotive and tramline equipment. Direct purchase and agency. Modesto N. Cervantes, Vice President, Bormaheco, Inc. (importer, exporter, wholesaler, retailer, indentor, manufacturer), 245 Buendia Ave., Makati, Rizal; Box 1777, Manila. WTD 2/13/65.

381 Engineering, laboratory, scientific, research instruments

SWITZERLAND—Electrical laboratory equipment for chemical industry. Direct purchase and agency. F. Brunner (consultant engineer, importer, manufacturers' representative), Oerlikonerstrasse 35, 8057 Zurich. WTD 8/29/66.

384 Surgical, medical, dental instruments

SWITZERLAND—Electro-medical, surgical equipment, apparatus; electronic devices, all types. Direct purchase and agency. F. Brunner, Consultant Engineer (importer, manufacturers' representative), Oerlikonerstrasse 35, 8057 Zurich. WTD 8/29/66.

386 Photographic equipment, supplies

PHILIPPINES—Photo engraving materials. Direct purchase and agency. Cheok Cheong, Manager, Electronics Merchandising (importer, wholesaler, indentor), 633 Nueva, Box 2373, Manila. WTD 3/24/66.

● **TURKEY**—Supply of reversal positive movie films; reversal positive photographic

films; reversal copy films; 60mm. photographic film; 35mm. photographic film; assorted photographic paper; perforated magnetic tape, 16mm.; splicing tape. Bid deadline October 5. Bidding specifications in English are available at Modern Tercume Burosu 20/7, Yenisehir, Ankara, upon receipt of $19 including airmail charges. Submitted by TRT Kurum Genel Mudurlugu, Evrak Mudurlugu, Ankara (General Directorate of Turkish Radio and Television).

391 Jewelry, silverware, plated ware

● **IRAQ**—Supply of 100,000 Arab Eagle symbols, eagle size 34 by 50 mm., made of copper. Tender No. ORD 67/966, bid deadline October 25, 1966. Terms and specifications may be obtained from the Military Attache, Iraqi Embassy, Washington, D.C. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad.★ (Telephone: 202-WO 7-4370).

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VENEZUELA—Silver-plated giftware, flatware, hollow-ware. Direct purchase and sales agency for entire Venezuela. Representaciones Atlantico, C.A. (sales agency), Edificio Lilue, Esquina Las Madrices (Apartado 6686), Caracas. WTD 2/16/66.

394 Toys, amusement, sporting, athletic goods

PHILIPPINES—Roller skates for use in wooden skating rink, preferably with rubber wheels. Direct purchase and agency. Villarica Marketing (wholesaler, retailer), 41 Colon St., Cebu City. WTD 6/1/66.

Fishing equipment. N. Tanpua & Sons Development Corp., NASTODECO (importer, wholesaler, indentor), c/o Philip B. Tanpua, Vice Pres. & Marketing Director, Governor Lim Ave., Zamboanga City. WTD 7/13/66.

VENEZUELA—Fishing articles, canes, lures and similar lines for sports fishing (no boats or motors). Direct purchase and sales agency for entire Venezuela. Representaciones Atlantico, C.A. (sales agent), Edificio Lilue, Esquina Madrices, Caracas, Apartado 6686. WTD 2/16/66.

Toys, battery, spring or friction; plastic toys; dolls, especially those that talk and walk; all toy novelties. Direct purchase and sales agency for entire Venezuela. Representaciones Atlantico, C.A. (sales agent), Edificio Lilue, Esquina Las Madrices, Caracas, D.F. Apartado 6686. WTD 2/16/66.

396 Costume jewelry, novelties, buttons, notions

BELGIUM—Notions, novelty items; hosiery, fancy stockings, ladies belts, buttons, ribbons, scarves, zippers, fancy handkerchiefs, costume jewelry, ruffles, bias bindings, trimmings, linings, yarns, threads for home sewing, sewing accessories. Leestmans Gebroeders & Van Opstal "Veritas" (importer, wholesaler, retailer), 392 Uitbreidingsstraat, Berchem. WTD 8/19/66.

399 Manufacturing industries

AUSTRIA—All types of commodities suitable for sale in department store; competitive prices. Stafa-Kaufhaus Ges.m.b.H. (retailer, manufacturer), Postfach 112, A-1072 Vienna. WTD 8/30/66.

PAKISTAN—Brushes, fibre for use in cleaning and polishing of stainless steel instruments. Globe Surgical Industry (importing distributor, manufacturer), College Rd., Sialkot, West. WTD 7/22/66.

PHILIPPINES—Low-priced asphalt, vinyl, vinyl asbestos floor tiles. Luis Campos, President, Campos Rueda & Sons, Inc. (importer, wholesaler, retailer, indentor), Tindalo St., Makati, Rizal; Box 31, Manila. WTD 3/25/65.

509 Wholesalers

BELGIUM—Home furnishings; household items; kitchen utensils. Armex N.V. (importer, exporter, sales agent), 31 Sinte Kathelijnevest, Antwerp. WTD in preparation.

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

191 Guns, howitzers, mortars, related equipment

BRAZIL—Naval, aircraft, anti-aircraft, tank, coast, and field artillery, component parts. Companhia Santo Amaro de Automoveis (importer, wholesaler, agent), Rua 15 de Novembro 137, Sao Paulo. WTD in preparation.

193 Tank, tank components

BRAZIL—Complete armored cars, tanks, components. Companhia Santo Amaro de Automoveis (importer, wholesaler, agent), Rua 15 de Novembro 137, Sao Paulo. WTD in preparation.

209 Food preparations

PHILIPPINES—Tallow; animal, cod liver, linseed, olive, palm, bean, cottonseed, castor oils; oleo oil; sesame oil. B. H. Lee, General Manager, New Foundation Trading, Inc. (indentor), 484 Rosario, Box 1270, Manila. WTD 8/9/65.

220 Textile mill products

AUSTRIA—Woven and knitted piece goods for the garment industry. Hans Steiner & Co., OHG (manufacturers' agent), Handelsagentur, Renngasse 12, A-1013 Vienna. WTD 8/30/66.

BELGIUM—All kinds of fabrics for wearing apparel industry. Ets. Robert Ferrant & Fils (agent), 1 Rue du Midi, Renaix. WTD 2/21/66.

221 Broad woven fabric mills, cotton

PHILIPPINES—Filter cloth. Feliciano Ly, General Manager, Imperial Vegetable Oil Co., Inc. (manufacturer, exporter), Tomas Claudio St., Pandacan, Box 4079, Manila. WTD 5/10/66.

227 Floor covering mills

AUSTRALIA—Floor coverings of soft, woven and tufted broadlooms, synthetic and cotton; rugs, cotton and synthetic (acrylic). Recun Agencies Pty. Ltd. (importer, wholesaler), 218-224 Clarence St., Sydney. WTD 8/26/66.

229 Textile goods

PHILIPPINES—Sisal bags. Feliciano Ly, General Manager, Imperial Vegetable Oil Co., Inc. (manufacturer, exporter), Tomas Claudio St., Pandacan, Box 4079, Manila. WTD 5/10/66.

233 Women's, misses', juniors' outerwear

HONG KONG—Children's and ladies' wear; high quality. Hip Yick Co., Ltd. (importer, exporter, manufacturer, wholesaler, agent), P.O. Box 1812, Hong Kong. Cable: HYMETEX. WTD 10/16/64 under revision.

238 Apparel, accessories

PHILIPPINES—Church supplies including clerical gowns and accessories; choir gowns; communion wear. Fiorello S. Rifareal, General Manager, The Methodist Book Room, Inc. (importer, retailer), 900 United Nations Ave., Box 756, Manila. WTD 4/25/64 under revision.

240 Lumber, wood products

GERMANY—Round logs and cut lumber of yellow pine, Douglas fir, California redwood, western red cedar, etc. Requests price quotations c.i.f. Rotterdam, Bremen or Hamburg. Herbert Reich, Holzagentur (commission merchant, sales agent, broker), Postfach 240 or 23 Giesenender Kirchweg, 4151 Osterath. WTD 8/22/66.

243 Millwork, veneer, plywood, prefabricated structural wood products

PHILIPPINES—Prefabricated wooden houses: bungalows, 5-bedroom houses, warehouses, schoolhouses. Juan S. Raimundo, Vice-President, Inter-Asian Distributors, Inc. (importer, wholesaler, retailer, indentor), 5th Floor, Filipinas Bldg., Plaza Moraga, Manila. WTD 11/14/64 under revision.

264 Converted paper, paperboard products

PHILIPPINES—Stationery. Fiorello S. Rifareal, General Manager, The Methodist Book Room, Inc. (importer, retailer), 900 United Nations Ave., Box 756, Manila. WTD 4/25/64 under revision.

273 Books

AUSTRIA—Scientific literature, specialized. Exclusive agency. Oesterreichische Kommissionsbuchhandlung Inh: Paul Sundt (importer, exporter, wholesaler, retailer, agent, commission merchant), Maximilianstrasse 17, A-6020 Innsbruck/Tyrol. WTD 6/28/66.

283 Drugs

AUSTRALIA—Finished pharmaceuticals in bulk. Boucher & Muir Pty. Ltd. (importer), 6-8 Mount St., North Sydney, N.S.W. WTD 8/23/66.

286 Gum, wood chemicals

AUSTRALIA—Gum rosin; wood rosin. Thomas C. Denton & Co. Pty. Ltd. (importer, exporter), Box No. 3555, G.P.O., Sydney, N.S.W. WTD 8/29/66.

287 Agricultural chemicals

PAKISTAN—Fertilizers; pesticides. J. A. Kazi & Brothers (importer, wholesaler), 2 North Nalapara Rd., P.O. Box No. 480, Chittagong, East. WTD 8/24/66.

Fertilizers, insecticides, pesticides. Purbachal Corp. (exporter, agent), 147 Dhanmondi Residential Area, Satmasjid Rd., Dacca-2. WTD 8/23/66.

289 Chemical products

PHILIPPINES—Essential oils. B. H. Lee, General Manager, New Foundation Trading, Inc. (indentor), 484 Rosario, Box 1270, Manila. WTD 8/9/65.

351 Engines, turbines

BRAZIL—Nuclear energy generating plant, equipment. Companhia Santo Amaro de Automoveis (importer, wholesaler, agent), Rua 15 de Novembro 137, Sao Paulo. WTD in preparation.

PHILIPPINES—Gasoline engines, 1 hp.-18 hp. F. Almacen (importer, wholesaler, retailer), c/o Mr. Florentino Almacen Sr., 186-188 Leon Kilat St., Cebu City. WTD 8/23/66.

352 Farm machinery

PAKISTAN—Machinery, equipment, incubators, allied supplies, for the production of about 20,000 chickens per month. Requests catalogs, quotations c. & f. Karachi. R. Suleman Agha (importer, manufacturers' agent), Serai Rd., Karachi 2. WTD in preparation.

353 Construction, mining, materials handling machinery

AUSTRALIA—Concrete placing equipment, i.e. mobile pumps, capacity 15 to 25 cu. yd. per hour, vertical lift of 100 ft. and horizontal lift of 500 ft. Pleasant Pool Distributors (wholesaler, representative), Suite 8, 16 Main St., Blacktown, N.S.W. WTD 8/22/66.

DOMINICAN REPUBLIC—Construction machinery, equipment, all kinds; materials for construction of homes. Viviendas y Construcciones, C. por. A. (importer, builder), Edificio El Palacio No. 406, Calle El Conde, Santo Domingo. WTD in preparation.

355 Special industry machinery

PHILIPPINES—Copra expeller and copra pellet machine parts and accessories. Feliciano Ly, General Manager, Imperial Vegetable Oil Co., Inc. (manufacturer, exporter), Tomas Claudio St., Pandacan, Box 4079, Manila. WTD 5/10/66.

356 General industrial machinery

AUSTRALIA—General swimming pool equipment, i.e. all filter units and ancillary equipment such as vacuum hoses, heads, handles, leaf nets, wall brushes, weirs and skimmer boxes; filter leaf frame for diatomacious earth-type filter, for use in swimming pools, 13" dia., 1.9" center; mass-produced in the U.S., if possible. Pleasant Pool Distributors (wholesaler, representative), Suite 8, 16 Main St., Blacktown, N.S.W. WTD 8/22/66.

357 Office, computing, accounting machines

AUSTRALIA—Stapling equipment (carton closures); tape dispensing equipment for water gum tapes, up to a maximum of 3" tapes (although 2" tapes mostly used) and pressure sensitive tapes. Kodiak Packaging Materials Co. (importer, manufacturer, wholesaler), 111 Wicks Rd., North Ryde, N.S.W. WTD 8/25/66.

358 Service industry machines

PHILIPPINES—Waste disposal machines for commercial establishments and residential houses. Juan S. Raimundo, Vice-Preident, Inter-Asian Distributors, Inc. (importer, wholesaler, retailer, indentor), 5th Floor, Filipinas Bldg., Plaza Moraga, Manila. WTD 11/14/64 under revision.

361 Electric transmission, distribution equipment

PHILIPPINES—Generators, a.c. and d.c., 500 w.-2000 w.; 110 v. and 230 v. Wants popular U.S. brands not yet represented in the Philippines. F. Almacen (importer, wholesaler, retailer), c/o Mr. Florentino Almacen Sr., 186-188 Leon Kilat St., Cebu City. WTD 8/23/66.

362 Electrical industrial apparatus

PAKISTAN—Electric motors, insulators, battery-charging rectifiers. Requests catalogs, quotations c. & f. Karachi. International Traders Ltd. (importer), Inverarity Rd., Electric House, Karachi 3. WTD in preparation.

371 Motor vehicles, motor vehicle equipment

BRAZIL—Heavy trucks and amphibious vehicles intended for military use. Companhia Santo Amaro de Automoveis (importer, wholesaler, agent), Rua 15 de Novembro 137, Sao Paulo. WTD in preparation.

385 Ophthalmic goods

HONG KONG—Frames and parts for eyeglass and spectacles; also sunglasses. Universal Mercantile Co., Ltd. (importer, exporter, wholesaler, retailer), P.O. Box 2083, Hong Kong. Cable PRECISION. WTD 4/25/66.

395 Pens, pencils, office, artists' materials

PHILIPPINES—Office and school supplies. Fiorello S. Rifareal, General Manager, The Methodist Book Room, Inc. (importer, retailer), 900 United Nations Ave., Box 756, Manila. WTD 4/25/64 under revision.

399 Manufacturing industries

AUSTRALIA—Floor coverings: hard, linoleum, vinyl. Recun Agencies Pty. Ltd. (importer, wholesaler, agent), 218-224 Clarence St., Sydney. WTD 8/26/66.

504 Groceries, related products

PHILIPPINES—Grocery items, all kinds. Que Hoa Heng, General Manager, Paragon Trading (importer, wholesaler, retailer), 316 Quezon Blvd., Manila. WTD 4/30/64 under revision.

Leads for Importers

Commodities are offered direct unless specified

204 Grain mill products

MALAYSIA—Tapioca flour and seeds. Direct sale and agency. Nyalchand Motichand & Co. (exporter, indent agent), 101 King St., P.O. Box 114, Penang, West. WTD 8/26/66.

230 Apparel

SWEDEN—Neckties made of wool, diolen/wool, terrylen/wool; knitted caps and scarves. Bla Pilen AB (importer, manufacturer), Fack 61, Insjon. WTD 6/27/66.

231 Men's, youths', boys' suits, coats, overcoats

GERMANY—Men's coats of synthetic poplin and cotton poplin; men's clothing for skiing, i.e. Helanca trousers and nylon jackets. Seeks representative in the North and North-East United States; price quotations f.o.b. Hamburg or Bremen. Brochure available on loan from U.S. Department of Commerce, Trade Opportunities Staff, BDSA-624, Rm. 4203, Washington, D.C. 20230; T.O. 59 CQW. Direct sale and agency. Adolf Ahlers Bekleidungswerke GmbH. (wholesaler, exporter), 49 Herford-Elverdissen. WTD 8/24/66.

285 Paints, varnishes, lacquers, enamels

SWITZERLAND—Underwater paints; protective coatings for brick walls, houses, etc. Citosan Ltd. (manufacturer), 8594 Guettingen. WTD 8/29/66.

333 Primary smelting, refining of nonferrous metals

MALAYSIA—Refined tin; approximately 100 tons per month. Direct sale and agency. Nyalchand Motichand & Co. (exporter, indent agent), 101 King St., P.O. Box 114, Penang, West. WTD 8/26/66.

367 Electronic components, accessories

GERMANY—Electronic signaling equipment; price quotations f.o.b. Hamburg or Bremen; Prospectus available on loan from U.S. Department of Commerce, Trade Opportunities Staff, BDSA-624, Rm. 4203, Washington, D.C. 20230; T.O. 60 C.Q.W. Direct sale and agency. Funke & Huster Elektrizitaetsgesellschaft (manufacturer, exporter), 4 Lichtstrasse, 43 Essen/R. WTD 8/23/66.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

AFGHANISTAN—Ghulam Faruq Achikzai, Deputy Vice President of the Central Bank of Afghanistan in Kabul, is interested in promoting Afghan-American trade relations by **meeting U.S. businessmen** who wish to export to Afghanistan. Sept. 15 via New York for three years. c/o Trading Company of Afghanistan, 126 West 30th St., New York, N.Y.

AUSTRALIA—Brian Gilbert Lewis, Production Controller, Motor Division, A.E.I. Engineering Pty. Ltd., Auburn, N.S.W., interested in observing and studying **production control systems, inventory control, computerization, cost systems, and integration of indent orders, production orders and invoicing systems,** and requesting technical information only on production systems and methods of control. Oct. 1 via San Francisco for three weeks. c/o A.E.I. Liaison Services Ltd., 3067 Mariposa Drive, Burlingame, Cal. Itinerary: Los Angeles, Chicago, Schenectady. WTD 6/29/66.

AUSTRIA—Franz Baumgartner, representing Fraba, Baumgartner & Co., Innsbruckerstrasse 7, Schwaz/Tyrol, interested in **heating, ventilating, and air conditioning equipment** and installations and requesting plant visits and exchange of know-how. Oct. 6 via New York for three weeks. c/o Park-Sheraton Hotel, 870 Seventh Ave., New York, N.Y. 10019. Itinerary: New York, Buffalo, Milwaukee, Minneapolis, Chicago, Louisville, Ky., Pittsburgh, Scranton, San Antonio. WTD 9/2/66.

CHILE—Patricio A. Machado, Fabrica Nacional de Loza de Penco S.A., Matias Cousino 64, 6° piso, Santiago, interested in visiting U.S. **manufacturers of decals and producers of raw materials for porcelain decoration,** and requesting technical information. Sept. 11 via New York for 25 days. c/o Hotel Victoria Abbey, 51st St. at Seventh Ave., New York, N.Y. Itinerary: Los Angeles, New York. WTD under revision.

ECUADOR—Julio Espinosa Zaldumbide, representing his own firm, Calle Mejia 347, Quito, interested in **agricultural machinery** and requesting technical information. Oct. 4 via Miami for one week. c/o Ford Motor Co. Tractor Conference, Detroit, Mich. Itinerary: Detroit. WTD under revision.

Nelson Nestor Solis L., Productos Alimenticios Ecuatorianos, Calle Montufar 1236, Quito, interested in **food processing equipment and a small-scale plant to produce banana flour,** and requesting technical information. Sept. 12 via New York for 20-30 days. c/o 1020 Boynton St., Apartment 6J, Bronx, New York, N.Y. Itinerary: New York, possibly other cities. WTD in preparation.

ENGLAND—W. J. Alsford, Chairman, J. Alsford Ltd., Twickenham Road, Hanworth, Feltham, Middlesex, interested in studying U.S. retail lumbermen's layout for self-service, observing improved methods of **handling lumber,** such as use of attachment to fork lifts. Oct. 4 via Chicago for one month. Itinerary: 10/4-7 Chicago; 10/10 Rochester c/o Horace Pierce, 339 East Ave., Rochester, N.Y.; 10/11 Boston c/o Louis Urvois, Chase Hall B 14, Harvard Business School, Soldiers Field, Boston, Mass.; 10/12-16 New York; 10/17-21 Philadelphia c/o Bob Jones, 1 Penn Center Plaza, Philadelphia, Pa.; 10/22-23 Miami; 10/24-25 New Orleans; 10/27-29 Los Angeles c/o Dick Cutler, Cal. Lumber Merchants Assn., Los Angeles, Calif.; 10/30-11/1 San Francisco c/o J. McBain, Southern California Lumber Merchants Assn., 4546 el Camino Real, Los Salitos, Cal.; 11/2 Portland; 11/3-4 Seattle. WTD in preparation.

FRANCE—Gilles de Pardieu, representing his own firm, 25 rue des Mathurins, Paris 8e, interested in **agency for fabrics, clothing and accessories for teenagers and women.** End of Sept. via New York for 3 weeks. c/o Hotel St. Regis, New York, N.Y. Itinerary: New York, others to be arranged. WTD 6/21/65.

INDIA—Bhagwandas Morarji Kamdar, Kamdar Private Ltd., Industrial Assurance Bldg., Churchgate, Bombay 1, interested in exporting **wooden furniture** to the U.S. Sept. 26 via New York for 3-4 weeks. c/o Air India, 666 Fifth Ave., New York, N.Y. Itinerary: New York, Washington, San Francisco, Los Angeles, Chicago, Boston. WTD in preparation.

JAPAN—Hiroji Kitagawa, President, and Toshio Takahashi, Adviser, Kitagawa Industrial Co., Ltd., No. 22 5-chome, Higashi-Kawabata-cho, Naka-ku, Nagoya, interested in **electrical components and products, and building materials.** Sept. 26 via Los Angeles for three weeks. c/o George Joseph Adams, P.O. Box 177, Plainwell, Mich. Itinerary: Los Angeles, San Francisco, Chicago, Detroit, Cleveland, New York. WTD 10/29/65.

SOUTH AFRICA—S. M. Cohen, Trans African Film Library (Pty.) Ltd., 77 Long St., Cape Town, interested in direct purchase of **35mm. new releases and re-issues with South African distribution rights,** and 8, 16, and 35mm. **motion pictures.** First week in October for 4-5 weeks. c/o Dept. of Commerce Field Offices en route. Itinerary: Boston, New York, Los Angeles. WTD 7/7/66.

SUDAN—Mahmoud S. El Wardani, representing Trio United Bureau (S) Ltd. and Trio Electrical Enterprises (S) Ltd., P.O. Box 805, Khartoum, interested in **representing U.S. manufacturers and exporters of fertilizers, insecticides, electrical equipment, and in negotiating urea-cotton barter agreement** with interested American firms. End of Sept. or early Oct. via New York for 30-45 days. c/o Messrs. Toyomenka Inc., 2 Broadway, New York, N.Y., 10004, telephone DIgby 4-6130 or 6149. Itinerary: New York, Washington, Dallas, Boston, Los Angeles. WTD in preparation.

SWEDEN—P. A. Paulssen, AB Motala Verkstad Pressverket, Motala, interested in establishing direct contact with building contractors of apartment houses or private homes to discuss standard types of **stainless steel sinks for large housing projects.** Oct. 1 via New York for one month. c/o A. Johnson & Co. Inc., 21 West St., New York, N.Y. 10006. Itinerary: Northeastern States, the Lake District, West Coast, Southeastern States. WTD 7/15/66.

Carl Eric Sjostrom, Managing Director, Toledo Svenska AB, Asogatan 12, Stockholm So., interested in **agency representation for industrial automatics** and requesting technical information. Early Oct. via New York for one year. c/o Toledo Scale Export Dept., Toledo, Ohio. Itinerary: all major West Coast cities, but will be based in San Francisco. WTD under preparation.

TAIWAN—S. S. Lu, Assistant General Manager, and K. W. Sum, Executive Business Manager, Hsinchu Glass Works, Inc., Enterprise Bldg., 46 Kuan Chien Road, Taipei, interested in **locating agents and customers for flat glass.** First week in Oct. via San Francisco for one month. c/o Tyre Mfg. Co., Inc., 322 S. Date Ave., Alhambra, Calif. Itinerary: first week San Francisco and Los Angeles; 2nd or 3rd week, New York; possibly Chicago. WTD 1/4/66.

TUNISIA—Edouard Darmouni, S.A.R.L. Darmouni et Bokobza, 4 et 6 rue de Bordeaux, Tunis, interested in **children's wear, baby clothes, maternity garments,** and requesting technical information. First part of Oct. via New York for approx. two weeks. c/o Tunisian Trade Center, Annex Drake Hotel, 65 East 56th St., New York, N.Y. 10022. Itinerary to be arranged after arrival. WTD in preparation.

VENEZUELA—Ivan Martinez C., IVCAR C.A., Apartado 4180, Puerto La Cruz., Edo. Anzoategui, interested in direct purchase and area agency for electrical parts and accessories for cars, trucks and tractors. Oct. 1 via New York for 1-2 weeks. c/o Dept. of Commerce Field Offices en route. Itinerary: New York, Chicago, San Francisco, Los Angeles. WTD 3/24/66.

New Trade Lists

The Bureau of International Commerce has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-916, U.S. Department of Commerce, Washington, D.C. 20230, and from Department of Commerce Field Offices. The price is $1 a list for each country. All are dated August unless otherwise indicated.

American Firms, Subsidiaries and Affiliates—Guatemala.

Boat and Ship Builders, Repairers and Chandlers—The Netherlands.

Business Firms—Angola.

Dental Supply Houses—Honduras.

Glass and Glassware—Importers, Dealers and Manufacturers; Chinaware and Household Pottery Products—Importers and Dealers—Austria.

Hides, Skins and Furs—Importers, Dealers and Exporters—France.

Iron and Steel, Nonferrous Metals and Building Materials—Importers and Dealers—Belgium, July.

Paints, Varnishes and Pigments—Importers, Dealers and Manufacturers—Federal Republic of Germany and West Berlin.

Photographic Supplies Dealers and Photographers—Norway.

Photographic Supplies Dealers and Photographers—Venezuela.

Plastics Materials—Importers, Dealers and Manufacturers—Italy.

Tobacco and Tobacco Products—Importers, Dealers and Manufacturers—Australia.

Future Construction

For maximum assistance to those interested in overseas construction projects, U.S. Foreign Service Officers report them as soon as possible, often in early planning stages. Some may not reach completion as originally proposed. In such cases additional information is published as it is obtained.

AUSTRALIA—A public plaza and Australia's tallest building are among the proposals being considered for the development of a new Qantas air center in Sydney. The Minister for Civil Aviation, Mr. Reginald W. Swartz, said that Qantas was studying a number of concepts for the project.

Qantas plans to re-develop an entire Sydney city block as its new Australian headquarters. The block is bounded by George, Grosvenor, Lang and Jamison Streets and is near the southern approaches to the Harbor Bridge. Mr. Swartz said the entire project would be developed over 25 years. The first stage, roughly estimated to cost more than $16.8 million, could be finished by about 1969.

The Federal Government has approved the project, which Qantas will finance from its own resources and long-term borrowings. It does not plan to call on Government funds. Expressway developments proposed by the New South Wales Government would bring the center within 15 minutes of Sydney Airport by road.

AUSTRALIA—The Snowy Mountains Authority has let a contract for $3.42 million for the Blowering Power Station and outlet works for the State of New South Wales. The successful tender was submitted by the American-sponsored joint venture of Morrison-Knudson International Co., Utah Construction and Mining Co. and McDonald Constructions Pty. Ltd. This joint venture is at present carrying out the construction of Blowering Dam on the Tumut River. Blowering Power Station, at the foot of Blowering Dam, will contain one generating unit of 80,000 kw. to generate electricity from the water released from the dam for irrigation. The outlet works should be ready for use in August 1968 so that the water stored in the dam can be released in time to meet the irrigation requirements in the Murrumbidgee Irrigation Area during the summer of 1968-69. The power station will be brought into operation during 1969.

JORDAN—(1 JD = US$2.80) The "Groupe Hospitalier European", a Belgian-French consortium, was awarded the tender for financing and constructing the Greater Amman Hospital. Ahmad Abu Qura, the Minister of Health, stated that an agreement to this effect will be signed soon with the consortium. Estimated costs for this 840-bed hospital are $11.2 million: 33% for engineering and construction, 37% for general equipment and 30% for medical and surgical equipment.

MOZAMBIQUE—Societe d'Etudes et Reserches Geotechniques, Paris, has released the following details about the multi-purpose Massingir Dam in the District of Lourenco Marques, Mozambique, construction of which is expected to be started in the coming year: 1) the project will store up to 2.2 million cubic meters of the Limpopo River waters over a land area extending nearly 4,500 meters in length. The dam wall will be about 45 meters high and it will have a control system for exceptional river floods; 2) it will assure necessary water for the irrigation of the Limpopo Valley farm lands and remove the high salinity of the lower Limpopo Valley areas; 3) the whole project is expected to cost 500 million escudos ($17.43 million), of which the dam itself is to cost about one-third, the distribution canals and flood control systems another third, with the remaining third being consumed by the electromechanical installations.

Reportedly, the bid for the construction of this project has not yet been announced, although the Portuguese Overseas Ministry has all the data of the preliminary study. If the bid award is made during the current year, direct results of the whole project on the general economy of the region will be visible beginning in 1970-71.

NATO—Iceland's Prime Contractor has issued an invitation to bid for a variety of supplies pertinent to its NATO "POL" (Petrol-Oil-Lubricants) project. Included in the Bill of Materials (No. E-153) are fiber-conduits, rigid galvanized steel conduits, and some galvanized iron pipes and elbows. Bids must be received in the Office of the Icelandic Prime Contractor, Room 1702, 271 Church St., New York, N.Y. 10013, by 2 p.m., October 14. U.S. firms certified for NATO are eligible to submit bids. U.S. firms not already certified and desiring information about certification and/or a copy of the invitation to bid should write to: Trade Opportunities Staff, U.S. Department of Commerce, Washington, D.C. 20230.

NEW ZEALAND—The Auckland Harbour Board has awarded a contract for redevelopment of a seven-acre downtown area to a consortium of three companies: Dillingham Construction Pty. Ltd., of Melbourne, Australia (an affiliate of the Dillingham Corp., of Hawaii); the Fletcher Trust and Investment Co. of Auckland; and Mainline Construction Pty. Ltd. of Sydney, Australia. The reconstruction, expected to cost about $50 million will take up to 10 years to complete. Work on the first stage, construction of a 13-story motor hotel on the harbor front, is to begin early in 1967. Other stages, to follow at intervals "as they become economically feasible", will include construction of two office buildings (31 stories and 22 stories), a car-parking building, an airline terminal, and a shopping center to include a department store of not less than 200,000 square feet.

PAKISTAN—The Food Department of the Government of East Pakistan plans to construct a complex of grain storage silos.

The project, known as the "Foodgrain Storage Project", is receiving financial help from the International Development Association. The project consists of constructing concrete silos with all pertinent machinery and attendant facilities at four sites: one port silo of 100,000-ton capacity at Chittagong; one port silo of 50,000-ton capacity each at Ashuganj and Narayanganj; and, one inland silo of 25,000-ton capacity at Santahar. The scope of the project, which will cost about $25 million, will include construction of all dock work with appropriate ship and barge loading and unloading equipment.

The Food Department has retained the consulting engineering firm Weitz-Hettelsater Engineers of 1911 Baltimore Ave., Kansas City, Missouri 64108, USA for design and supervision of construction. The drawings and documents prepared by the consulting engineer will be on the basis of outline drawings with complete technical specifications, all of which will be prepared in English. The contractor will be required to prepare his own detailed working drawings for all structural, mechanical and electrical work. The drawings, specifications, and other pertinent documents will be available on or about January 1, at which time prequalified contractors will be issued invitations to tender.

Selection of the contractor will be based on international competitive tenders. Only a prequalified contractor whose country is a member of the World Bank (or domiciled in Switzerland) will be invited to submit a tender. Only those contractors or joint venture contractors who can demonstrate substantial abilities and experience should request prequalification forms. The forms are available from Weitz-Hettelsater, and must be completed and returned to the consulting engineer by November 1.

In determining the qualification of a contractor, particular emphasis will be placed upon adequate experience in sliding form construction as applied to concrete grain silos; adequate experience in the supply and installation of mechanical and electrical equipment as applied to grain silos; and adequate engineering staff capable of preparing satisfactory working drawings.

Drawings and documents for the project will be released only to those contractors who have followed the prequalification procedure and have been accepted as qualified. Similarly, only tenders from those contractors accepted as qualified will be considered.

TRUCIAL STATES—On Sept. 15, specifications and tenders were reportedly released in Abu Dhabi town for three projetcs open to U.S. construction firms. The projects call for construction of 25 miles of asphalt road in and around Abu Dhabi town, construction of a harbor estimated to cost approximately $28 million, and construction of 130 miles of asphalt road from Abu Dhabi town to Buraimi. No additional information or details are available.

New Books and Reports

***Amerika auf dem Europamarkt: US-Direktinvestitionen in Gemeinsamen Markt* (America in the European Market: US Direct Investment in the Common Market). By Rainer Hellmann. In German. Nomos Verlagsgesellschaft, Baden-Baden, Germany. Price: DM 28 (about $7.00) plus postage.**

A thoughtful and comprehensive review of the problems springing from the growth of U.S. direct investment in Europe is provided by Hellmann, chief of the Brussels office of the important German economic agency, Vereinigte Wirtschaftsdienst.

In his opening chapter, he gives a concise account of the historical development of European attitudes toward U.S. investment, with particular attention to the evolution of present French policy.

Having set this stage, he examines twelve distinct problems related to U.S. investment in Europe: the EEC as a center of U.S. interest; fear of U.S. dominance in various industries; U.S. adaptation to the social order; U.S. firms in the European economic order; Europe's technological dependence on U.S. research; company size and competition; foreign exchange conditions and company acquisition; European financing for U.S. investments; tax advantages for U.S. firms in Europe; location incentives; EEC investments in the U.S.; and the need for an EEC policy on foreign investment in the EEC states.

Temperate and objective, Hellmann does not, in general, oppose U.S. direct investment in the EEC. He argues forcefully, however, for a common EEC policy on foreign investment.

Write: Nomos Verlagsgesellschaft, 7570 Baden-Baden, Postfach 610, Federal Republic of Germany.

***Investment in Southeast Asia*. Published by the U.S. Agency for International Development, Washington, D.C. 108 pp. Free.**

This special catalog index of investment opportunities in Southeast Asia contains recently updated information on the basic economy and investment climate in six countries: Laos, Malaysia, the Philippines, Singapore, South Vietnam and Thailand.

The book is a guide to 117 studies and investment surveys in the area, all of which are listed in brief and coded so that those seeking further information may use the index to order detailed analyses. It contains 49 studies which have never been published in one compilation. This booklet supplements AID's Catalog of Investment Information and Opportunities.

Write: AID Businessmen's Information Center, Room 2926, 21st St. and Virginia Ave., N.W., Washington, D.C. 20523.

***Manufacturing and Trading Associations in Twenty-Eight Countries*. GATT International Trade Center, Geneva. 93 pp. $1.**

This directory lists, for 28 countries, leading chambers of commerce, manufacturing or trading associations, and product research or promotion organizations. In order to facilitate reference, the lists for each country are set out in the order of the Brussels Tariff Nomenclature, the main subdivisions of which are indicated in the Annex. In the addresses, key words indicating the activity of the organization appear in English, French and Spanish.

Write: GATT International Trade Center, Villa Le Bocage, Palais des Nations, 1211 Geneva 10, Switzerland.

***Cash Box Annual World Wide Directory, 1966-67*. Cash Box, New York. $5.**

A three-part directory of the music records industry covering domestic, international and coin machine and vending. Each section gives names and addresses for record manufacturers, distributors, promotion and publicity offices, rack jobbers, and recording studios. Information and recording artists, top record albums and best sellers are given for the United States as well as other countries.

Write: Cash Box, 1780 Broadway New York, N.Y. 10019.

***Foreign Trade Statistics of Africa*. 1966. United Nations, New York, 219 pp. $3.**

Statistics on African commodity trade for calendar year 1964, classified according to the Standard International Trade Classification. Data on unit, quantity and dollar value of shipments are given by regions and countries of origin and destination in thousand U.S. dollars.

Write: Sales Section, United Nations, New York, N.Y. 10017.

New reports available

Thirty-five more economic summaries prepared by U.S. Foreign Service posts throughout the world are now available from the Department of Commerce Clearinghouse. The reports are $1 apiece, unless otherwise noted.

Summaries of second quarter activity cover: **Argentina** (DIB-66-727, 14pp.); **Australia** (DIB-66-728, 14pp.); **Austria** (DIB-66-729, 28pp., $2); **Belgium** (DIB-66-730, 12pp.); **Chile** (DIB-66-733, 27pp., $2); **Colombia** (DIB-66-734, 21pp.); **Costa Rica** (DIB-66-735, 11pp.); **Finland** (DIB-66-738, 14pp.); **India** (DIB-66-740, 20pp., $2); **Japan** (DIB-66-741, 14pp.); **Liberia** (DIB-66-742, 14pp.); **Malaysia** (DIB-66-743, 15pp.); **Mexico** (DIB-66-745, 20pp.); **Netherlands** (DIB-66-747, 7pp.); **Nicaragua** (DIB-66-748, 12pp.); **Pakistan** (DIB-66-749, 20pp.); **Paraguay** (DIB-66-750, 11pp.); **Philippines** (DIB-661-751, 11pp.); **Southern Rhodesia** (DIB-66-752, 17pp.); **Saudi Arabia** (DIB-66-753, 20pp.); **Sweden** (DIB-66-755, 16pp.); **Switzerland** (DIB-66-756, 9pp.); **Taiwan** (DIB-66-757, 18pp.); **Thailand** (DIB-66-758, 10pp.); **Uruguay** (DIB-66-760, 10pp.); and **Venezuela** (DIB-66-761, 9pp.).

Semi-annual reviews cover first half activity in: **Ceylon** (DIB-66-732, 14pp.); **Denmark** (DIB-66-736, 8pp.); and **Turkey** (DIB-66-759, 17pp.).

Yearly reports review the 1965 economic performance in: **Bermuda** (DIB-66-731, 15 pp.); **Colony of Fiji** (DIB-66-737, 7pp.); **French Guiana** (DIB-66-739, 9pp.); **Mali** (DIB-66-744, 8pp.); **Nepal** (DIB-66-746, 21pp.); and **Sudan** (DIB-66-754, 19pp.).

A report from Bombay, India, is also available: Investment Prospects in Delicensed Industries (DIB-66-762 7pp.). **Write:** Clearinghouse for Federal Scientific and Technical Information, U.S. Department of Commerce, Springfield, Va. 22151.

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Calendar *for international traders*

ATLANTA—Sept. 29—In-Office Export Conference, Atlanta Field Office, Department of Commerce. Sponsors: Commerce Department Field Office; REEC.

ATLANTA—Sept. 30—Regional REEC Conference. Speaker: **Roy L. Morgan, Field Services.**

CEDAR FALLS, IA.—Oct. 5—Foreign Trade Bureau of Chamber of Commerce, monthly meeting, 10 a.m., Chamber of Commerce.

CHICAGO—Sept. 27—Meeting for Exporters, Field Office.

CHICAGO—Sept. 28—American Die Casting Institute, Continental Plaza Hotel. **Speaker: James M. Owens, Business & Defense Services Administration.**

CHICAGO—Oct. 4—International Air Cargo Assn. of Chicago, Holiday Inn, O'Hare International Airport.

CHICAGO—Oct. 11—Automotive Exporters' Club, Builders Bldg.

CLEVELAND—Sept. 28—International Day, luncheon, Sheraton-Cleveland Hotel. Sponsor: Chamber of Commerce. Speaker: **John T. Connor, Secretary of Commerce.**

CLEVELAND—Oct. 6—World Trade Assn. luncheon meeting.

DALLAS—Sept. 28—In-office Workshop. Sponsors: Department of Commerce Field Office and REEC.

DALLAS—Oct. 8-23—Texas International Trade Fair, Texas State Fair.

DETROIT—Sept. 27—Export Marketing Workshop, 9:15 a.m., Federal Bldg. Sponsors: Detroit Field Office, Department of Commerce; REEC.

ERIE, PA.—Oct. 12—Regional Export Trade Conference and Workshop, GE Community Center. Sponsors: Chamber of Commerce; Manufacturers Assn. of Erie; Pennsylvania Department of Commerce; Commerce Department Field Office.

GRAND RAPIDS, Mich.—Sept. 27—Michigan World Trade Club dinner meeting, 6 p.m., Scottie's Restaurant.

JEFFERSON CITY, MO.—Oct. 11—Show You Export Workshop, Missouri Division of Commerce & Industrial Development. Sponsors: St. Louis Field Office, Department of Commerce; REEC; Chamber of Commerce.

KANSAS CITY—Oct. 11—Meeting for Exporters, 6 p.m., Advertising & Sales Executives Club. Sponsors: International Trade Club; University of Missouri; REEC; Commerce Department Field Service.

KANSAS CITY—Oct. 12—Export Executive Seminar, 7-9:30 p.m., University of Missouri. Sponsors: International Trade Club; REEC; University of Missouri at K.C.; Commerce Department Field Office.

LINCOLN, NEB.—Oct. 6—World Trade Conference, University of Nebraska. Sponsors: World Trade Development Council; Division of Nebraska Resources; REEC; Commerce Department Field Office.

MIAMI—Sept. 27—In-Office Export Workshop. 10:30 a.m., Miami Field Office. Sponsors: South Florida Regional Export Expansion Council; Department of Commerce Field Office.

MILWAUKEE—Oct. 6—World Trade Club, monthly meeting, Holiday Inn-Central.

MINNEAPOLIS—Oct. 12—World Trade Assn. dinner meeting.

NASHVILLE, TENN.—Sept. 28—Middle Tennessee Exporter's Roundtable meeting, Bellemeade Buffet, Bellemeade Plaza, Shopping Center.

NEW YORK—Sept. 26-28—American Management Assn. seminar, on doing business in and with Spain, Hotel Pierre.

NEW YORK—Sept. 28—Profits In Exports Meeting, Meadow Brook National Bank, West Hempstead, Long Island. Sponsors: Meadow Brook National Bank; REEC; Department of Commerce Field Office.

NEW YORK—Sept. 28—Export Training Course. Sponsors: Long Island University; REEC; Department of Commerce Field Office. To run seven consecutive Wednesday evenings.

NEW YORK—Sept. 29—Profits In Exports Meeting. Chamber of Commerce of Queens, Long Island City. Sponsors: Queens Chamber of Commerce, Department of Commerce Field Office.

NEW YORK—Oct. 3—Practical Course in International Trade, first of eight weekly sessions, 5:30-7:30 p.m., Chemists' Club. Sponsor: International Executives Assn.

NEW YORK—Oct. 5—Thailand Business Opportunities Seminar, Plaza Hotel. Sponsor: Thailand Council of the Asia Society.

NEW YORK—Oct. 6—Profits in Exports Meeting, Field Office. Sponsors: Associated Corset & Brassiere Manufacturers Assn.; REEC; Commerce Department Field Office.

PHILADELPHIA—Sept. 28—In-office conference on Government trade promotion services, 10 a.m., Department of Commerce Field Office.

PITTSBURGH—Sept. 27—Export Counseling Program, 1-5 p.m., Chamber of Commerce Board Room. Sponsors: REEC; World Trade Council; Chamber of Commerce.

RICHMOND, Va.—Sept. 28—Export Import Club meeting. **Speaker: Lawrence A. Fox, Bureau of International Commerce.**

ST. LOUIS—Sept. 27—Export Workshop, 2-4 p.m., Federal Bldg. Sponsors: REEC; Department of Commerce Field Office.

ST. PAUL—Sept. 29—Latin American Trade Conference. Sponsors: American National Bank; REEC; Department of Commerce Field Office.

SAN FRANCISCO—Sept. 28—General Export Seminar, 9:30 a.m., Rm. 9207, New Federal Bldg. Sponsor: Department of Commerce Field Office.

WASHINGTON, D.C.—Oct. 8-12—U.S. Travel Conference, Statler Hilton Hotel. Sponsor: National Assn. of Travel Organizations.

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Animal Husbandry Equipment, October 1965, Tokyo—50¢	1900
Metal Surface Finishing Equipment, July 1965, Tokyo—50¢	2200

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		rner 5
	tta Matarazzo	e Arduino 11
		iale Marelli 150, Sesto S. Giovanni (Mi)
13. Balzanelli, Desiderio		Via Carencino 5
14. Maniscalco, Marco	Omnia	Via Favre 3, Chiasso (Switzerland)
15. Angiolini, Giuliano	Giada	Crema
16. Martinetti, Aldo	Ameia	Viale Regina Giovanna 17
17. Bossi, Franco	Cartiere di Verona	Verona
18. Peruchetti, Ferdinando	Soc. Monte-Bianco	Viale Teodorico 18
19. Pizzoni, Vittorio	Fiero S.a.s.	S. Giuliano Milanese (Mi)
20. Redivo, Giorgio	Emporio Laura	Via Garibaldi 9, Gradisca d'Isano (Go)
21. Tomzar, Paolo	FAMIB	
22. Carini, Paolo Guido	Salumificio F.lli Carini	
23. Morelli, Alberto		Via Beccaria 19
24. Ferrario, Giuseppe		Via Copernico 41
25. Mauri, Sergio	Esti	Via Cottolengo 31
26. Strippoci, Franco	ASE	Via Certosa 121
27/ Ottaviani, Gabriele	Istituto Cavalli Conti	Via Fedro 7
40		
41. Ricci, Enzo	Laboratori Riuniti	Via Priorato 4,
42. Cerizza, ARmida		Via Amedei 8
43. Mauri, Ambrogio, Director	Salumificio Mauri	Covenago (Brianza)
44. Guerzoni, Ing. Guido	Stefano Pernigotti & Figlio	Viale V. Veneto 22
45. Bigiogera, Giuseppe, Owner	Grissinificio Vitavigor	Via Ponale 52
46. Vegetti, Loris	Cooperative di Consumo	Via Large 8
47. Battani, Natale	Sonial	Via Bonnetti 11 a
48. Faudella, Enrico	Sonial	Via Bonnetti 11 a
49. Catti, Ing. Mario		Via delle Onde 1
50. Rossi, Agostino, Owner	Aito	Viale Vigiani 50
51. Gasparini, Roberto		Casanuova, Piacenza
52. Rivolta, Alessandro, Manager	Ing. Agustoni S.p.A.	Via Corridoni 37
53. Castelli, Vittorio	Salumificio Via Roma	Guanzate (Como)
54. Casparini, Fernando	Gasparini Fernando	Avellino
55. Cocchi, Sergio		Corso V. Emanuele 237, Piacenza
56. Sara, Mauro		Via Lanzone 4
57. Dal Bo		Viale Elvezia 22
58. Paganotto, Dr. Beppino	ICEPA	Terrazzo (VR)
59. Paganotto, Luigi	ICEPA	Viale dei Tigli 11 (Verona)
60. Bandera, Giuseppe		Via Vepra 18
61. Valenza, Mario, Director	S.a.s. Antonio Bertolini	Torino
62. Bricalli, Samuele	Morel	Via Gradisca 18
63. Diberti, Giovanni, Direct.	S.a.s. Antonio Bertolini	Torino
64. Maffioli, Dr. M.	Distillerie Canfranconi	Palmonova 185
65. Del Piero, Corrado		Villaguardo (Como)
66. Elli, Beniamino, Director	Soc. SISMA	Via Caradosso
67. Amalto, Ivano		Viale Romagna 5
68. Tenconi, Dr. Giovanni	Cantiere Tenconi	Via Voltri 6
69. Pedrazzini, Angelo	Supermarkets Italiani S.p.A.	Limito (Mi)
70. Maruzzelli, Bruna		Via Visconte di Modrone 19
71. Ponzini, Carlo		Via S. Senatore 10
72. Ponzini, Giuseppe		Via S. Senatore 10
73. Mandrago, Ing. R./	Kundert Ing. A.G.	Zurich (Switzerland)
74. Muhrmann, Ing.	Kundert Ing. A.G.	Zurich, (Switzerland)
75. Kundert, R.F.,President	Kundert Ing.	Zurich (Switzerland)
76. Treveri Cennari, Giordano	C.N.E.L.	Via Vigliena 10, Roma
77/ Buscaino, Francesco		Via Fontana 18
78.		
79. Bartyan	Barex	Via S. Vito 6
80/ Berrini, Stefano	Chifa	Via Ripamonti 133
83		
84. Moretti, Elio	Getto	Corso Sempione 10
85/ Suriani, Nino, Pres.	Puccinelli Packing Co.	Viale Manfredini 28, Rovigo
86.		
87. Conadetti, Corrado		Via Botteghelle, Napoli
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89. Walo, A., Owner	A. Walo Ltd. (Trade and Investment)	11 Karebash, Tel Aviv, Israe P.O. Box 20231
90. Belia, Enzo, Director	Fratelli Polli	Via Sardegna 48
91. Polli, Dr. Fausto	F.lli Polli	Via Sardegna 48
92. Imperiali, Alberto	Calbani	Via Fabio Filzi 25
93. Mauri, Lucio, DIrector	S.I. Union Chimique Belge	Via E. Breda 152
94. Raimondi, Donato Ing.	Off. Fond. Carlo Raimondi	Via C. Prati 9
95. Previati, Gaetano	Frelco s.r.l.	Trezzano sul Naviglio (Mi)
96. Crazioli, Ernesto		Banco di Roma
97. Martelli, Luciano	Conserve Pecori	Via Battiferro 48/3
98. Gentili, Alberto	Conserve Pecori	Via Battiferro 48/3
99. Ferri, Umberto	Stamani	
100. Callerio, Vincenzo	FIMAC	Via Petitti 18
101. Caffuri, Giovanni Dr.	Istituto de Angeli	Via Serio 15
102. Pisani, Filippo	W.Sanderson & Sons	Messina (Sicilia)
103. Monti, Giovanni	F.lli Monti	Via Monte S. Genesio 4
104. Monti, Cesare	F.lli Monti	Via Monte S. Genesio 4
105. Bai, Ciampietro		Via Vignola 15
106. Frazzini, Piero	SMA - Supermercati	
107. Dellacasa, Leo	SELF	Bagnacavallo (RA)
108. Minguzzi, Ing. Domenico	SELF	Bagnacavallo (RA)
109. Giovanazzi, Cermano		Via Meravigli 12
110. Panseri, Cesare		Via Tadino 57
111. Tominaga, T.	Japanese Trade Center	
112. Bozzo, Luigi, Director	W. Sanderson & Sons	Via Durini 4
113. Manzoni, Lino, Director	W. Sanderson & Sons	Messina (Sicilia)
114. Crivelli, Stefano		Via Favretto 13
115. Villa	F.lli Villa	Carugate (Mi)
116. Riva, Dr. Nicola		Box 3239
117. Calatti, Ezio		Via Elba 30
118./Crippa, Paolo, Director	Calor	Via C. da Procida 11
119.		
120. Catti, Luigi	Ditta Luigi Catti	Corso Como 9
121. Leali, Adolfo		Via Savana 19
122. Angeloni, Ing. Enrico		Via V. Foppa 21
123. Agostoni, Franco	Cartiera di Cairate	Varese